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THE TIMES



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INTERNATIONAL EDITION

THURSDAY JULY 30 1992

45p

UN warns of Yugoslav catastrophe

Britain refuses to open the door to refugees

FROM ALAN MCGREGOR IN GENEVA AND JAMES BONE IN NEW YORK

BRITAIN yesterday rejected demands that it take more of the millions of people fleeing Yugoslavia and joined all the other EC states in rejecting a German call for national quotas for placing refugees.

Baroness Chalker, the overseas development minister, told a special conference in Geneva that the refugees should stay in safe areas close to their homes so that they could eventually return.

She was speaking after Sadako Ogata, the UN high commissioner for refugees, appealed for European help in setting up relief zones where the victims of "ethnic cleansing" and civil war could find secure.

Mrs Ogata spoke of "horrible atrocities" and said displacement appeared to be the goal, not just the result, of the war in Bosnia-Herzegovina. Some 10,000 people were being uprooted daily and more than half a million people would require shelter.

Stagecoach rail offer

Stagecoach Holdings, the Perth coach company, is planning a bid for the Scotrail passenger franchise. And InterCity will seek private-sector partners to help to run passenger franchises and preserve the InterCity name and business. Pages 4 and 16

Key witness

A friend of Jani Allan told the High Court that she watched through a keyhole as her flatmate made love with Eugene Terre Blanche. Page 3

Macari clear

Lou Macari, the former Swindon Town manager, was cleared of clearing Inland Revenue by giving tax-free payments to players. Brian Hillier, the former chairman, and Vivien Farrar, accountant, were convicted. Page 3

EC rates call

John Smith called on the government to promote action within the EC to reduce interest rates and unemployment. Page 7

Escobar search

US military aircraft have joined the search for Pablo Escobar, the escaped drug cartel leader. Page 9

Town prospectus

Michael Heseltine says parts of the Post Office might be privatised, but a letter service to every address would still be guaranteed. Page 17

PO options

Michael Heseltine says parts of the Post Office might be privatised, but a letter service to every address would still be guaranteed. Page 17

Phones down

BT blamed the recession for a fall in profits from £825 million to £596 million in the three months to June. Page 17

Comment page 21

Deaths, marriages, 14
Crossword, 16
Letters, 13
Obituaries, 15
Sport, 25-30
Weather, 16

Arts, 23
Passport to France, 4
Books, 5
Science, 6
Concise Crossword, 19
Law Report, 19
TV & radio, 20

31



Boardman: months of training on new bike

FROM JOHN GOODBODY
IN BARCELONA

CHRIS Boardman won Britain's first gold medal at the Olympic Games when taking the individual 4,000 metres pursuit title on his revolutionary bicycle. It was a justification both for the use of new technology and for the severe training Boardman has undergone.

In the swimming pool, Nick Gillingham took the bronze in the men's 200 metres butterfly in spite of a damaged left thigh. He recorded 2min 11.29sec, his best ever, in a race won by Mike Barrowman of the United States in a world record of 2min 10.16sec. Gillingham, who finished seventh in the 100m on Sunday, had said after his morning heat that he felt like he was swimming with one leg. Intensive physiotherapy helped him to recover sufficiently for the final.

But the performance of the day was

from Boardman, who succeeded in catching his opponent, Jens Lehmann of Germany, the reigning world champion, with two of the scheduled 16 laps to go. Boardman was always in front using the carbon-fibre Windcheetah bicycle developed by Lotus Engineering that virtually eliminates drag. With its high saddle and low handlebars, it cuts the aerodynamic profile of the rider and is believed to reduce some 4,000m times as much as twelve seconds.

Mike Burrows, inventor of the bicycle, said after the race: "I'm absolutely overjoyed. I know this was the best bike in the world for ten years."

Roger Becker, associate director of vehicle engineering at Lotus Engineering, near Wymondham, Norfolk, said: "I'm very pleased for Chris and for Mike. This is the result of a lot of team work over the past three months at night, at weekends and at trials. Chris developed a new way of riding perfor-

mance cycles and he matched the performance of the bike."

After Boardman, 23, from Hoylake, Merseyside, passed his opponent, he rode up the bank of the track to kiss his wife, Sally-Anne, who had been forced to keep away from her husband because she has been suffering from a stomach upset and did not want to risk passing it on. He continued round the track punching the air in delight after one of the most conclusive victories seen in the pursuit final. It was Britain's first individual cycling gold since 1908.

After Ray Stevens had won a silver medal in the light-heavyweight judo category on Tuesday, Kate Howey fought her way through to the semi-finals of the middleweight division and will be challenging for another medal.

Trend for the 90s, page 5
Leading article, page 13
Olympic reports, 28-30



In the open: Honecker is escorted from his refuge by the Chilean ambassador

Society at risk from deprived, Imbert says

BY EDWARD GORMAN, IRELAND CORRESPONDENT

A WARNING from Sir Peter Imbert, the retiring Metropolitan Police commissioner, that society was at risk from a socially disadvantaged underclass was supported last night by Tony Blair, the new shadow home secretary.

In his final annual report, Sir Peter said that although he did not accept that social deprivation was the only reason for increased crime, it was an important factor, and ignored "at our peril".

Mr Blair said that it was contrary to common sense to ignore the types of social condition in which certain types of criminal behaviour breed. "If we do not give people hope and opportunity then there is a risk to social cohesion. If that risk materialises then everybody suffers, poor and affluent alike."

Sir Ivan Lawrence, chairman of the Commons home affairs committee, said that the government could not win. "When there is high unemployment, that is blamed, and when there is low unemployment, then prosperity is blamed."

After the first meeting of the new shadow cabinet, John Smith attacked the government for failing to use its presidency of the EC to promote co-ordinated action on interest rates. Labour is pressing for an urgent meeting of EC finance ministers.

Imbert's warning, page 2

UDR case could put police in dock

BY EDWARD GORMAN, IRELAND CORRESPONDENT

POLICE officers in the Royal Ulster Constabulary who compiled the case against four former Ulster Defence Regiment soldiers over the murder of an Armagh Catholic in 1983, may face criminal prosecution after three of the convictions were quashed at a court of appeal in Belfast yesterday.

Sir Brian Hunton the Lord Chief Justice for Northern Ireland sitting with two other judges, said scientific examination of interview notes in the case confirmed that they had been rewritten, that false authentication had been appended to them, and that officers had subsequently lied about this in court.

Sir Brian described these as "very grave matters". He said his judgment would be sent to the Director of Public Prosecutions who would decide whether to prosecute the officers. Sir Brian added that effective steps must be taken to ensure this could not happen again. "This is a matter which the highest authorities must address with urgency and determination," he said.

His comments followed unprecedented scenes at the appeal court when the verdicts were first delivered to a gallery packed with relatives of the four former soldiers who were aghast at the decision to

uphold the conviction against one but dismissed against the other three.

Sir Brian said that in the case of Winston Allen, Noel Bell and James Hegarty the scientific evidence together with the "serious conflict between each of those three appellants and the interviewing police officers as to the way in which they made their confessions" made their convictions unsafe and unsatisfactory.

In the case of Neil Latimer, however, identification evidence by a woman known as Witness A together with his own confirmation of his initial admissions of guilt during his original trial in 1985 and his repeated lying in the witness box, confirmed his guilt. His appeal was turned down.

Sir Brian said there were three important sections of evidence in the case. The first was Witness A, a woman who told police she saw Latimer, whom she knew, getting into a Land-Rover in the centre of Armagh dressed in civilian clothes shortly after Adrian Carroll had been shot dead outside his home.

Sir Brian said he had no reason to doubt the evidence. Continued on page 16, col 1

Full details, page 2

Honecker returned to Berlin to face charges

FROM BRUCE CLARK
IN MOSCOW

ERICH Honecker, the disgraced communist leader of East Germany, was whisked out of his refuge in the Chilean embassy in Moscow last night and returned to Berlin for trial. It was a swift and humiliating end to the peregrinations of the 79-year-old politician who supervised the building of the Berlin Wall and is now wanted for the manslaughter of fellow-countrymen who tried to escape over the hated barrier.

The gaunt, old man sat impassively in the back of a blue Volvo, with diplomatic plates, as it whisked him out of the embassy compound where he had taken refuge since last December, when the fall of Mikhail Gorbachev and the Soviet Union left him without a protector.

He was seen to make one fateful gesture of defiance — the raised fist which used to be a gesture of communist solidarity — before stepping into the car with his wife Margot. The Soviet army had spirited him to Russia in 1991, supposedly for treatment for cancer and other life-threatening diseases which turned out to be less serious than his entourage had claimed.

Herr Honecker's presence as a "guest" of Chile, where his daughter lives and where he had hoped to settle, at first enabled the deeply embarrassed Yeltsin administration to present his fate as an issue to be settled between Bonn and Santiago. However Bonn, using its leverage as an aid donor, increased pressure on both Russia and Chile and Herr Honecker's fate appears to have been sealed at a recent meeting in Brazil between Helmut Kohl and President Aylwin of Chile after the recall to Santiago of his host, ambassador Clodomiro Almeida.

The envoy was one of many Chilean leftists who once received political asylum in East Berlin, and his wife Irma was a close friend of Margot Honecker.

One of Herr Honecker's strongest defenders, Mikhail Gorbachev, repeatedly emphasised the German's "anti-fascist" credentials.

Street fighter, page 10

TODAY IN THE TIMES
AN AUGUST MISSION



Meet Karen Jansen, the woman who stood up to Saddam Hussein as leader of the UN team searching for Iraq's illegal arsenal. Life & Times, page 1

AN AUGUST VICTIM



The Glorious Twelfth approaches — and the red grouse has more than guns to fear. Page 8

AN AUGUST EXODUS



Goodbye July and goodbye Paris: the French hit the road. Life & Times, page 4



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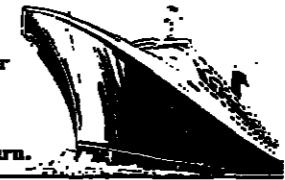
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Deaths, marriages, 14

Crossword, 16

Letters, 13

Obituaries, 15

Sport, 25-30

Weather, 16

Arts, 23

Passport to France, 4

Books, 5

Science, 6

Concise Crossword, 19

Law Report, 19

TV & radio, 20

31

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NEWS IN BRIEF

Japanese to sue in County Hall battle

Tashika Shirayama, the Japanese entrepreneur who wants to convert County Hall into a hotel, said yesterday that he is to sue John Ashworth, the director of the London School of Economics, for libel (Douglas Broom writes).

The action is also expected to name some of the school's governors and will cite literature produced as part of the campaign for the former home of the Greater London Council to become the LSE's new home.

Makoto Toyota, Mr Shirayama's London representative, said: "Mr Shirayama has been the subject of personal attacks and his business standing has been harmed. It has been suggested that Anglo-Japanese relations have been damaged and that he is to blame." Mr Shirayama's contract to buy County Hall includes a clause allowing the London Residuary Body to withdraw at any time up to the end of this year. Michael Howard, the environment secretary, has given the LSE until tomorrow to make an offer for the building, a move denounced by Mr Shirayama.

Two killed in crash

Two men were crushed to death and five people were injured when a trailer carrying two 70ft girders slewed out of control yesterday across the central reservation of the M5 into oncoming traffic and trapped three vehicles. The trailer was travelling under police escort between West Bromwich and Oldbury when the girders broke away and swerved into southbound traffic.

Action on mosque rift

Sir Nicholas Lyell, attorney-general, is to work out a scheme for the management of Luton's strife-torn central mosque. Mr Justice Ferris made an order in the High Court yesterday allowing Sir Nicholas to intervene as protector of charities. A dispute arose in May when a new management committee was elected and occupied the building, ousting those who had run it under a charitable trust for nine years.

Jail accused of inertia

Wakefield jail in West Yorkshire, the prison with the biggest population of inmates serving life sentences, is condemned today for its inertia and for failing to keep pace with change. A report by Judge Tumim, chief inspector of prisons, accuses prison staff of organising the jail for their own convenience rather than for the 600 inmates, and local management is blamed for low morale among officers.

Homes contaminated

Tens of thousands of homes could be contaminated with radioactive gas, according to a National Radiological Protection Board survey of 13,000 homes in Northamptonshire, Derbyshire and Somerset. It shows that up to a third of homes in some areas contain potentially dangerous levels of radon gas, which has been linked with lung cancer.

Mr Stephen Morris

In a statement in the High Court yesterday, *The Times* apologised to Stephen Morris of Cedartrunk Limited for any embarrassment caused by references contained in an article (October 16, 1991) to his alleged involvement in Lancashire and Yorkshire Portfolio Management Limited and Blacks Leisure, and agreed to pay him substantial costs and damages. *The Times* accepted that the article's description of Mr Morris as a former director of Blacks Leisure who had had to repay the company £225,000 after auditors had uncovered "accounting inaccuracies" was a case of mistaken identity and without foundation. An allegation that Mr Morris had sought to conceal his interest (through his shareholding in Starsticks Limited) in Lancashire and Yorkshire in breach of Fimbria rules was also without foundation.



Taste of freedom: Winston Allen, left, Noel Bell and James Hegan celebrating outside the appeal court in Belfast yesterday after their convictions were quashed

Killing muddied by conflicting evidence

AT ABOUT 4.30pm on November 8, 1983, Adrian Carroll clocked off work painting railings for the council at the Mall in the centre of Armagh city and made his way home for a late lunch.

He walked up English Street past the town's post office and then up Abbey Street. He turned into the narrow terraced cul de sac where he lived, but he never made it to his front door.

A lone gunman approached from behind and shot Carroll three times at close range. Carroll, a 24-year-old Roman Catholic and from a well known republican family, died several hours later in hospital at Craigavon, Co. Armagh. His death came at a time of tension in Armagh, amid nationalist divisions of the security forces, and in particular the locally recruited and overwhelming Protestant Ulster Defence Regiment.

Police had few leads in their search for the killer of Adrian Carroll. But two weeks after the shooting a woman witness, later known as Witness A, gave a statement to a local priest and then to the police, in which she said she had seen a man who she knew to be Neil Latimer, in civilian clothes, being helped into the back of a UDR Land-Rover at the town's technical college. He was being assisted by members of a patrol and her sighting happened immediately after the killing.

The woman's description of Latimer dressed in a tartan

cap and gold-rimmed glasses fitted that of another witness, Elaine Dunne, who told police she saw the gunman in Abbey Street just before the shooting.

Latimer was arrested on November 29. The same day he confessed that he had shot Carroll and signed a written statement to that effect. The next day he retracted his confession, but two days later again admitted he was the killer and gave a detailed description of the murder plan. He named the other soldiers involved.

All the 13 members of the UDR patrol on duty that day were arrested. Eventually all but five, James Hegan, Noel Bell, Winston Allen, Latimer and Colin Worton of Market Hill, Co. Armagh, were released. Mr Worton was freed when the case came to trial because the judge decided he could not rely on his confessions being made voluntarily.

The essence of the Crown case was that the soldiers had been in a search operation on the edge of the town, but had later driven into the centre in two Land-Rovers and dropped Latimer at the technical college where he put on civilian clothes over his UDR fatigues. Latimer got back into one of the vehicles, driven by Hegan, and was dropped at the Mall, from where he stalked Adrian Car-

roll and shot him. After the killing he ran back to the waiting Land-Rover and the men returned to their barracks.

Latimer, Bell, Hegan and Allen were convicted of the murder of Carroll after a 63-day trial before Lord Justice Kelly in 1986. An appeal the following year was dismissed by three judges who found no new evidence to dispute the conviction.

From their prison cells, the UDR Four as the soldiers became known consistently denied involvement in the killing. Their attempts to work up a campaign on their behalf at first met with little success. They were, after all, soldiers from a regiment with what many critics regard as a despicable record of criminality against Roman Catholics in Northern Ireland.

They were expecting Unionist politicians in particular, who generally are staunch supporters of the police and security forces, to support their claims that they had been framed up. They also found the media lukewarm in its response. Most journalists who saw in Abbey Street just before the killing was not Latimer, contradicting the evidence of Witness A. Witness A herself has behaved in inconsistently throughout the various hearings, at times retracting her evidence and then reconfirming it.

Hegan, Bell and Allen argued that their admissions to police were beaten out of them and were based on written statements concocted for them by interviewing officers.

This was something they were unable to prove until tests carried out in the past 12 months confirmed that the notes had been rewritten by officers.

Latimer, who did not deny that he had made a statement admitting the killing at his original trial, argued that he had been responding to suggestion by interviewing officers that he had been subject to physical abuse and, like the other three accused, had not been in the centre of Armagh on the day in question.

Responsibility for the murder of Adrian Carroll has been claimed by a Loyalist paramilitary group with which the men have never associated during their more than eight years in prison. The Protestant Action Force, a cover name for the Ulster Volunteer Force, has issued statements claiming the four are innocent. It has said it hijacked a car in Belfast six weeks before the killing, which it left in a garage in Armagh. Adrian Carroll had not been the intended victim but was targeted only when a planned attack on an IRA man in the city fell through.

The Protestant Action Force account seemed to be supported by the evidence of a gardener at the Church of Ireland cathedral near the scene of the murder, who saw two men speeding off in a blue Ford Cortina minutes after the shooting. The car, which was found abandoned a short distance away, had been stolen from Shankill Road in Belfast.

Appeal judgement, page 1



Latimer: identified by an unnamed woman

page. In the past two years the campaign took on a new momentum under the leadership of Ian Paisley Jnr, the 24-year-old son of the DUP leader, who helped to compile a dossier of new evidence which was instrumental in securing a second appeal.

The case for the soldiers rests on the inconsistencies and implausibility of the Crown version of events, most notably the fact that Elaine Dunne, who knew Latimer, was certain that the man she saw in Abbey Street just before the killing was not Latimer, contradicting the evidence of Witness A. Witness A herself has behaved in inconsistently throughout the various hearings, at times retracting her evidence and then reconfirming it.

Gratuitously, however, the merits of their case attracted leading Unionist politicians to their side, together with some church figures in the province, and Robert Kee, the historian and broadcaster, who campaigned against miscarriages of justice in the cases of the Guildford and Birmingham pub bombings. The nationalist SDLP has never supported the cam-

Imbert links crime growth to inner-city deprivation

BY STEWART TENDER, CRIME CORRESPONDENT

SOCIETY ignores at its peril the importance of the deprived and disadvantaged underclass in the growth of crime, Sir Peter Imbert, commissioner of the Metropolitan Police, said yesterday. Unless people on the margins were offered hope, the whole of society was at risk.

Presenting his last annual report as the most senior operational policeman in the country, Sir Peter said he believed that the way forward for the police lay in greater emphasis on giving the public a better service. In the years to come, the idea of better service delivery would have more impact on policing than rigid enforcement.

The police had already worked to improve their performance but they were part of the complex tapestry of a modern society, Sir Peter said. There were strands of that tapestry which had to be examined more closely if we are to ensure the whole fabric does not unravel". Rising reported crime was a fundamental concern and it could be attributed partly to "the marginalisation of some elements of our society", he said.

Echoing the comments of other chief constables in recent months and speaking against the backdrop of disturbances in past weeks in inner-city areas of the Midlands, the West Country and the North, the commissioner said: "The notion that there is a link between crime and social deprivation is a compelling one. There is a need to offer hope to those most disadvantaged if we are to see any reduction in crime levels."

He said that he did not link crime directly to the recession but saw links between crime and the disadvantaged. If a map of the worst areas of social deprivation or disadvantage in London was superimposed over another

showing the worst areas of crime, the areas would correspond closely, Sir Peter said.

"What I am not saying is crime can be put down solely to deprivation but it is a very important factor and frankly we ignore it at our peril."

Detectives are to hone their skills to masters degree level as part of a university course in investigative psychology (Richard Ford writes).

Twelve students, including officers up to the rank of chief inspector, from four British forces will enrol on the £3,800 post-graduate course at Surrey University in September, designed by David Canter, 49, an applied psychologist who has helped police narrow down suspects on more than 60 important enquiries.

Students will study criminal behaviour, decision-making during investigations, data analysis and information retrieval. John Stevens, chief constable of Northumbria, a commander from Scotland Yard and lecturers from Hendon police training college and Bramshill staff college will act as advisers.

Professor Canter said most detectives still learn their trade from working with older detectives. "There is a new generation of officers who are no longer happy with a system based on rumour. They want to turn detection into a thorough-going professional activity based on an understanding of scientific principles, the latest methods they can apply."

Sir Peter is expected to retire within the next months. Favourite to succeed him is

Zoo chiefs urged to resign

BY NICHOLAS WATT

DISGRUNTLED members of London Zoo's parent body voted overwhelmingly yesterday for the resignation of the management responsible for the decision to close the zoo in September.

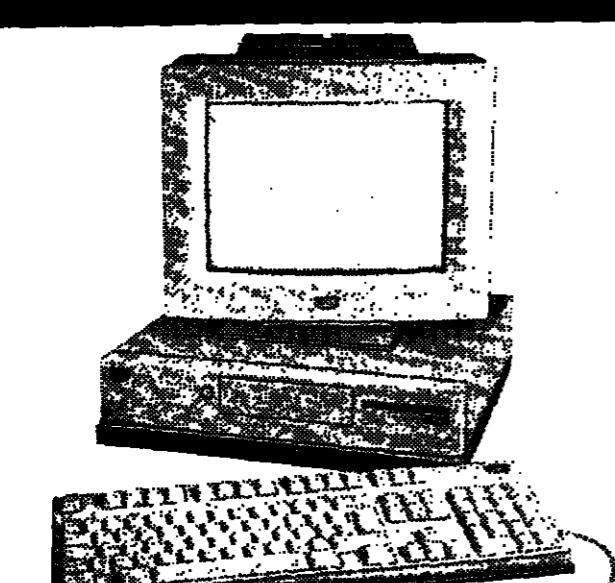
The zoo's 18-strong council is not bound by the decision but Sir John Chapple, its president, said that it would consider its position. A postal ballot of the estimated 2,300 fellows may be called.

Yesterday's meeting was called by the Reform Group of Fellows, which believes that the zoo need not close and blames the zoo's plight on the council's incompetence. Simon Bearder, founder member of the reform group, said that fellows did not expect all council members to resign at once. They wanted a phased change to elected council members at the annual meeting on September 30.

Shortly after the vote, David Bellamy, the botanist, who launched a rescue campaign for the London Zoo Survival Group last month, resigned from the council and called on other council members to follow his lead. Moves to close the 166-year-old zoo by the end of September are on schedule in spite of a £1 million donation by the Emir of Kuwait last month. Four rescue planes are still trying to save the zoo, the most ambitious being a £61 million scheme that would centre on a rainforest pavilion and a coral reef aquarium.

CORRECTION
John Jasper is managing director of Telecom Capita, the computer services subsidiary of the Capita Group, not group chairman as was incorrectly stated in Monday's edition.

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J. Vito 150

Jani Allan adored Terre Blanche, friend tells libel trial

Flatmate at keyhole 'saw party leader having sex'

BY MICHAEL HORNELL

A FRIEND of Jani Allan told the High Court yesterday that she watched through a bedroom keyhole as her flatmate had sexual intercourse on the floor with Eugene Terre Blanche, the South African neo-Nazi leader.

Linda Shaw, 37, stated at Miss Allan's trial that she was giving evidence in which she said that, in May 1988, she had observed "movement indicative of sexual activity" between Miss Allan and Mr Terre Blanche at the flat that the women shared in Johannesburg.

Miss Shaw, a tall woman with long auburn hair tied in a bow, said that Miss Allan, 40, saw sex as a "trump card" in a game in which she fancied herself as a future First Lady of South Africa under the presidency of Mr Terre Blanche.

Miss Shaw, a journalist born in Wales but working most of her life in South Africa, said that her former friend described her alleged lover as "a great lay but a little heavy".

Miss Shaw was giving evidence for Channel 4, which Miss Allan is suing for libel over the film, *The Leader, His Driver, and the Driver's Wife*, which she alleges portrayed her as a "lady of easy virtue" who slept with Mr Terre Blanche.

Channel 4 says that it never suggested an affair, and argues that such an allegation, although never made, would be justified because Miss Allan did have an affair with



Petrified: Linda Shaw outside the High Court where she claimed yesterday that she had peeped through a keyhole when she feared Jani Allan was being raped

Shaw had told Miss Allan that it had been "like watching public sex".

"She was giggling and said, 'Do you really think so? Do you think he really liked me?'" Miss Shaw said. "Jani always needed a lot of reassurance."

George Carman, QC, for Channel 4, then asked Miss Shaw about the night she claimed to have looked through a keyhole and seen Miss Allan and Mr Terre Blanche having intercourse.

Miss Shaw said that she had been awoken at about 3am to find a huge man in her bedroom undoing his shirt. When she had asked what he was doing, he had said that Miss Allan had told him that her friend liked sex and was a whore.

Miss Shaw said: "Obviously, I was terrified. I thought he was going to rape me. I told him to leave and get out."

On the way home, Miss

He called me a whore and many other things. Eventually, he left my bedroom."

After locking herself in her room, Miss Shaw had heard footsteps pass and loud music from Miss Allan's room.

Miss Shaw told the court:

"I was absolutely petrified. I thought they were maybe hurting Jani and using the noise to cover up the sound of her screams. I crept along and tried calling her name. There was no response. I tried knocking. I turned the handle and it was locked, so I looked through the keyhole."

She had seen her friend's bare feet on the floor, her knees up and a man's large bottom between them.

Questioned by Mr Carman, Miss Shaw said that there was movement "indicative of sexual activity" and that from what she had seen of Mr Terre Blanche when clothed she thought that the

bottom was the right size and shape for him.

On Miss Allan's birthday, in September 1988, the two women had had a rendezvous with Mr Terre Blanche when all three were drunk at the town of Krugersdorp.

While Miss Shaw had sat

on a wall, Mr Terre Blanche and his alleged lover had embraced in Miss Allan's sports car. On the way back to the flat, Miss Allan had been sick and Mr Terre Blanche had allegedly tried to proposition Miss Shaw. The events had led Miss Shaw to tell Miss Allan that she was going to leave the flat.

The case continues today.

Jani Allan: impaled on a flame of blue eyes

On the way home, Miss

Space plane project stalls as funding is cancelled

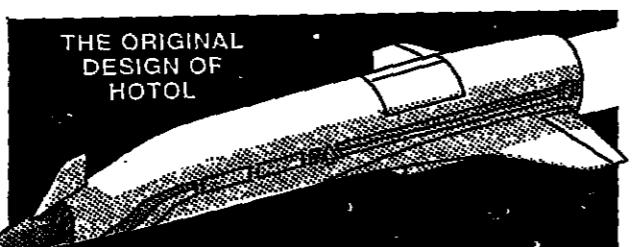
BY NICK NUTTALL
TECHNOLOGY CORRESPONDENT

THE dream of a British space plane that would go on space missions and cut the flight time from London to Australia to less than two hours appears to be over. Funding for a revised version of HOTOL, the revolutionary space plane that British Aerospace space systems had been hoping to build, has been cancelled.

The company's decision leaves the ambitious project dependent on the increasingly fragile budget of the European Space Agency (ESA) whose ministers meet in Madrid in November to discuss future launch systems and other space projects.

Engineers who have fought to keep HOTOL alive hope that a small amount of money can be found by the agency to keep the project ticking over. However, ESA is in budgetary difficulties. Germany, one of its main contributors, has withdrawn funds to pay for unification.

Whether HOTOL, which stands for Horizontal Take-Off and Landing, can attract



systems announced last June interim HOTOL, a nine-month study into a version of the plane that would be launched off the back of a Russian Antonov 225.

Yesterday Dr Robert Parkinson, the engineer heading the project, confirmed that the company had decided to withdraw funding. He said that a core of about six staff would continue with the project in the event that money was forthcoming from ESA.

Planned as a plane able to take off from a runway, fly into space, and return to an airfield, its air-breathing engines designed by inventor Alan Bond and to be built by Rolls-Royce were classified by the defence ministry from 1983 to spring 1991.

Convinced that HOTOL offered a low-cost solution for deploying satellites and carrying out experiments in weightlessness, BAE space

systems announced last June interim HOTOL, a nine-month study into a version of the plane that would be launched off the back of a Russian Antonov 225.

Arriving for a brief visit to Queen Elizabeth Children's Hospital in Hackney, east London, he scurried, head bowed, up the front steps in the wake of Mickey and Minnie Mouse who had joined him from Euro Disney.

The visit was over in less than half the allotted 25 minutes. The singer, preceded by the same pair of mice, ran down the steps to his waiting luxury coach. One of his minders had shouted: "Tell Michael to come out low," and the photographers had been denied an opportunity to provide a study of that face.

Cerullo fails to perform media miracle

BY RUTH GLEDHILL
RELIGION CORRESPONDENT

THE American evangelist and faith healer Morris Cerullo yesterday attempted to work what could be described as his biggest miracle yet — the winning over of the British media.

Dr Cerullo, who believes he is operating under a direct mandate from the Almighty to reach a billion people with the word of God before the end of the millennium, produced evidence of his healing and miracles at a press conference in west London. None of the 26 written testimonies in the glossy press pack was supported by written evidence from doctors.

His mission at Earls Court last

month was criticised by disabled people who objected to posters showing overturned wheelchairs and broken white canes, with the words: "Some will see miracles for the first time." The mission made a loss of about £30,000 after donations of £207,000.

Fired to evangelical fervour by scepticism in the reporting of the event, Dr Cerullo's frustration was obvious. More than 80,000 people had attended, he said. Over 10,000 people came forward out of their seats, marched down the aisles to receive spiritual healing which we call the miracle of salvation. We received 476 testimony cards of people who claimed that in some way or another they

were healed physically." He refused to entertain the idea that he was driven by finance. The Morris Cerullo publishing, training and broadcasting empire is worth £27 million.

He said: "What drives Morris Cerullo's compassion for people?" For 44 years he had ministered to the poor, the sick, the neglected and the deprived in Africa, India and Asia. As a mark of his commitment, he was away from his wife on his 41st wedding anniversary.

The healings were not his, but God's work, he said. It was a "total injustice" that he should be criticised for the death of a woman six days after she leapt on the stage at the Earls Court mission.

Macari cleared of football club plot to cheat taxman

BY GEOFF KING AND DENNIS SIGNY

LOU Macari, the former Swindon Town football manager, was cleared last night of cheating the Inland Revenue by giving tax-free payments to players. Brian Hillier, the club's former chairman, and Vivien Farrar, its former accountant, were convicted and will be sentenced today.

Hillier, 49, of Calne, Wiltshire, was found guilty of conspiring to cheat the Inland Revenue by a majority verdict of 10-2. Farrar, 41, of Swindon, was convicted unanimously on the same charge and another of false accounting. Hillier and Farrar were released overnight on bail.

After his acquittal, Mr Macari, 42, wept and praised his family for standing by him. "I hoped this would happen, that the truth would come out," he said. "No one can imagine what this family has been through during this time. It's the sort of thing you see others go through on television. It is disgusting that it came this far."

The unofficial payments made at the club included bonuses for winning and unofficial signing-on fees of up to £20,000. The goalkeeper would receive a £50 bonus for keeping a clean sheet.

Mr Macari had admitted in court that he had broken football league rules but denied that he was a cheat. He said that he knew nothing about tax or accountancy but admitted making "special arrangements" to attract players and to help them to buy homes in Swindon.

In his summing up, Mr Justice Starforth Hill said that the jury would have to decide whether Mr Macari was "a naive shrinking violet, only looking after the players, and who knew nothing about accounts, or was someone who, after 16 years as a player, had got a fair grasp of how things worked".

Mr Macari, who won 24 international caps for Scotland in the seventies and played for Celtic and Manchester United, will now return to his role as manager of Stoke City, preparing for the new season.

He became player-manager of Swindon Town in 1984 and guided the club from the

fourth division to the second in five seasons. He moved to West Ham and resigned after an FA commission found him guilty, with Hillier, of making a bet on Swindon's FA Cup defeat at Newcastle United in 1988. He was fined £1,000.

Three months later, Swindon won promotion to the first division for the first time in its history, but was demoted to the third division after admitting 35 of 36 charges relating to irregular payments. The club was restored to the second division on appeal. Macari always maintained his innocence.

The court was told that irregular payments were part of soccer routine. As Macari himself told the court: "You know that other clubs in the country are doing exactly the same thing."

Talk has been rife about about under-the-counter payments, of clubs that paid thousands of pounds in notes in brown paper parcels to acquire promising schoolboys from their competitors. The League ruled that full details of all payments or benefits paid in cash or in kind on behalf of players must be included in contracts of service.

At Swindon, payments were made without deducting tax and national insurance contributions. Hundreds of thousands of pounds went in "under-the-counter" payments to players. Osvaldo Ardiles, who succeeded Mr Macari as manager of Swindon, admitted to the court that he accepted an illegal cash payment after winning a match in 1989.

Mr Nicol said that *Skin Her Alive* had been written as a result of a real killing in a flat below one lived in by Matti Karki, 19, the band's lead singer. "It was not his [Mr Karki's] intention to inspire people to do anything similar."

After the hearing Mr Karki said that the magistrates' decision was a victory for free speech. Helen Darbyshire, of Article 19, the anti-censorship organisation, said there was no convincing evidence that such records depraved or corrupted. "The best way to address these issues is not to suppress them... but to bring them into the open so they can be discussed."

Skinning alive song 'not obscene'

BY RICHARD FORD
HOME CORRESPONDENT

THE explicit lyrics of a song that mentions skinning a prostitute alive are not obscene, magistrates ruled yesterday in an important case for the music industry.

They reached their decision after listening to a 40-minute recording by Dismember, a band apparently less outrageous than many others in the "death metal" cult, with names such as Obituary and Cannibal Corpse. One of the songs, entitled *Skin Her Alive*, featured the lyrics: "I slaughtered the whore, skin her alive. I did it for the thrill. I had never dreamed it was nice to kill."

Counsel for the distributors of the recording said that it had been played on Radio 1, had sold 2,500 copies in England and more than 20,000 worldwide.

Andrew Nicol, QC, for Plastic Head Music Distribution, challenged the seizure by customs of 800 CDs, tapes and LPs of the band's album *Like an Ever Flowing Stream*. Magistrates at Great Yarmouth were asked to decide in a civil action whether the lyrics could deprave or corrupt. It was the first time under the 1876 Customs Consolidation Act that customs officials had applied for seizure of music because they believed it was pornographic, obscene or indecent. Magistrates awarded costs of £7,500 to the defence.

Mr Nicol said that *Skin Her Alive* had been written as a result of a real killing in a flat below one lived in by Matti Karki, 19, the band's lead singer. "It was not his [Mr Karki's] intention to inspire people to do anything similar."

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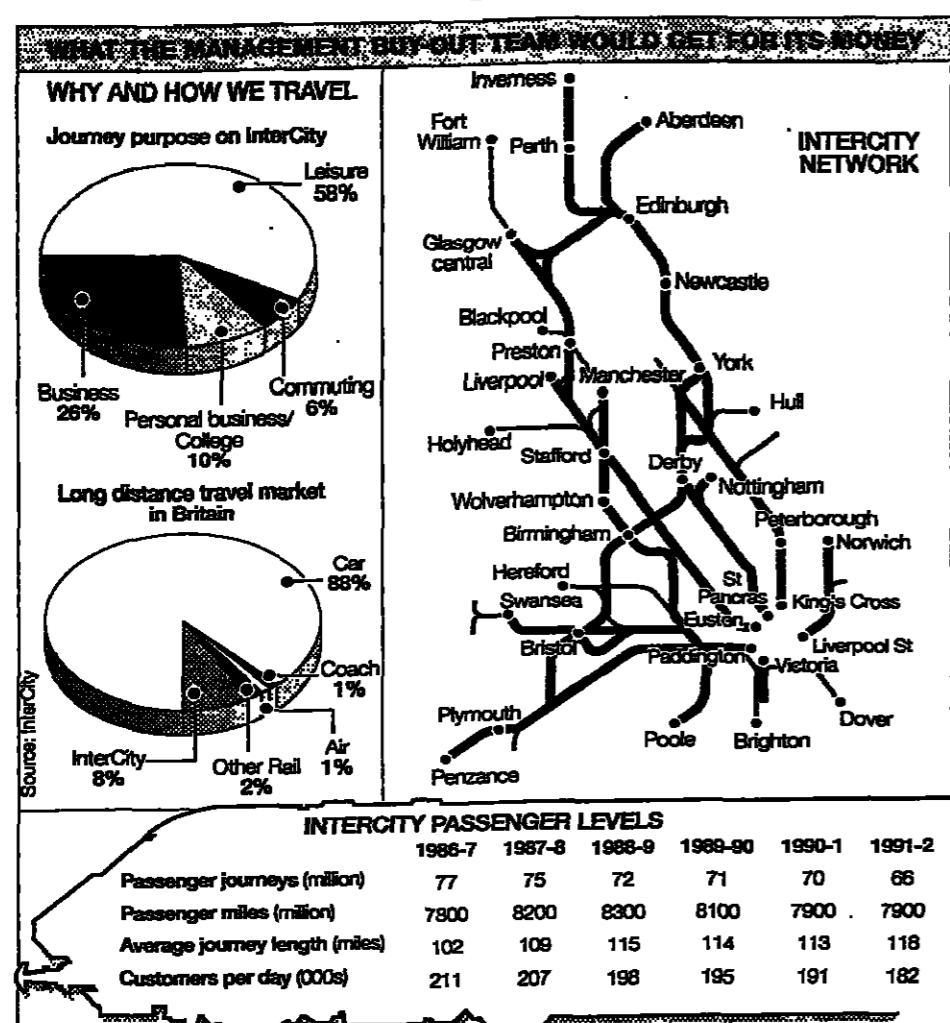
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InterCity managers oppose fragmentation of network



INTERCITY. British Rail's profitable national passenger network, is to seek private-sector partners to help run passenger franchises in an attempt to preserve the brand name and business.

Convinced that a fragmented network would deter private investors from participating in the government's rail privatisation plans, senior InterCity managers are determined to fight for the preservation of an organisation that has been built up over the past two decades, and plan to mount management buy-outs.

While the form of the proposed franchises has yet to be decided, rail planners have been drawing up a series of options, including a single national franchise for all InterCity services, an InterCity organisation with different private-sector partners on each of the five main routes, and the creation of independently owned franchises that subscribe to the InterCity brand name.

A single national franchise, in which InterCity could have one or a number of private-sector partners, would be likely to meet stiff opposition, however, on the grounds that it simply transfers InterCity's long-distance passenger monopoly from the public to the private sector. A single franchise would also run counter to the recent rail privatisation while paper's preference for the InterCity network to be broken up into its five component parts: the West Coast, East Coast, Midland, Cross Country, Great Western, and Anglia & Gwic main lines.

An alternative would be for InterCity to seek different private-sector companies to act as joint venture partners or institutional backers on each of the five main routes. That would enable rail managers to preserve the integrity of the network, while at the same time introducing "private sector management, culture, disciplines and incentives" into the provision of passenger services, as required by the white paper.

Similarly, a more decentralised franchise option, also under consideration, envisages the creation of five wholly independent franchises, where the franchises would be required to subscribe to the InterCity brand name for marketing and timetabling purposes.

The InterCity business,

which last year generated profits of £2 million on a turnover of just under £1 billion, represents 8 per cent of the market for long-distance passenger travel, which is subject to fierce competition from cars, coaches, and air transport. InterCity's disappointing financial performance was, however, to be expected in a recessionary climate where there has been an overall decline in the number of passenger journeys, and where business executives have been switching from first to second-class travel to save money.

InterCity's top management team, which is made up of Chris Green, the managing director, and the five route directors, Brian Burdall (East Coast), Ivor Warburton (West Coast), Brian Scott (Great Western), Richard Brown (Midland Cross Country) and Andy Cooper (Anglia & Gwic), have only just begun to explore the possible options, although all are understood to be prepared to fight hard to keep InterCity's 1,869-

mile network intact. Indeed, some critics of the government's fragmentation proposals fear that a break-up of the national network into the five lines could result in a repetition of the so-called Beeching effect, by which the main trunk routes are deprived of the business generated by feeder lines.

Ministers have, however,

long recognised that private-sector companies will be unable to run passenger franchises without relying heavily on BR's managerial and technical expertise. As a result, the rail privatisation white paper envisages a substantial role for BR management and staff, who are to be encouraged to bid for passenger franchises in co-operation with private-sector partners.

By trying to preserve the national passenger network, however, InterCity managers appear to be going far beyond what the government envisaged in the white paper. "The central question facing the railways is whether InterCity is to have a fragmented or an integrated structure," one senior rail manager said. "Competing companies are likely to be less keen about providing loss-making services. An integrated network, however, has a vested interest in cross-subsidising loss-making services, co-ordinating timetable planning for connecting services, and marketing the service as a single product," he added.

Most InterCity managers are convinced that the network stands or falls as a single integrated unit. "InterCity is more than the sum of its individual routes," another manager said. "The InterCity brand name is of considerable value in itself. It is much more than a collection of express services. Potential investors, who will want to see a return on their investment, are likely to be more interested in keeping the network together than in breaking it up into little pieces."



Chris Green



Andy Cooper



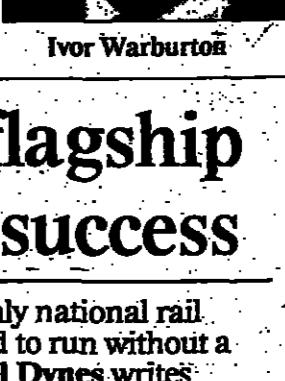
Brian Burdall



Brian Scott



Richard Brown



Ivor Warburton

Rolling flagship is a rare success

InterCity is the only national rail network in the world to run without a subsidy. Michael Dynes writes

INTERCITY. British Rail's flagship passenger business, is widely acknowledged, even by Britain's unforgiving travelling public, as one of the few success stories of the railway.

During the past five years, InterCity has been transformed into the only national passenger network in the world to operate without government subsidy. It also runs more passenger services at speeds in excess of 100mph than any other railway in Europe.

Although InterCity has been in profit since 1988-9, its balance sheet has been hit badly by the recession and its surplus has fallen from £49.7 million in 1990-1 to £2 million in 1991-2.

That is widely seen as a poor performance on an asset base of \$2 billion with a turnover of almost £1 billion, although the figures do put InterCity into Britain's top 100 companies.

Nonetheless, InterCity managers have been able to oversee new investment worth £1.170 million during the past five years, £700 million of which went into the electrification of the east coast main line between London and Edinburgh. InterCity now has a fleet of 240 trains, including 31 InterCity 225s and 91 InterCity 125s, which provide 780 separate services a day for its 200,000 daily passengers.

Under the wholesale railways reorganisation introduced in 1983 by Sir Robert Reid, the former BR chairman, InterCity was transformed into a proper business sector, along with Network SouthEast and the regional railways, enabling managers to develop the service and lay the foundations of the brand image that has become familiar to passengers.

Earlier this year, InterCity took control of its track signalling and infrastructure assets, completing the reorganisation initiated by Sir Robert.

Because of the government's decision to separate InterCity fixed and rolling assets, however, all track-signalling and infrastruc-

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THE TIMES THURSDAY JULY 30 1992

Lotus to sell model within months

Gold medal bike sets trend for the 90s

BY RAY CLANCY

THE high-tech bicycle that helped to win Britain's first gold medal of the Olympics last night is being hailed by the cycling fraternity as the most important development this century.

Mike Burrows, who designed the Windcheetah in 1982, has set the trend for the next decade. He said he always believed that the monocoque could be a world beater, but it was only a year ago that Rudy Thomann, a development engineer with Lotus, recognised its potential and took it into the sports car company's factory at Hethel, Norfolk.

"I knew it was the fastest in the world, but I have been ignored by the cycling industry for years," Mr Burrows, of Norwich, said. "Everyone thought you had to make a bike lighter and believed that by doing so it would go faster. That's not the case. You have to make it more streamlined, more aerodynamic."

Patrick Peal, of Lotus, said that the Windcheetah could be available within six months. "The design is perfect for all types of high-speed racing and we plan to branch into the leisure market. We are looking for manufacturing, production and retailing help."

Cycling historians believe that Mr Burrows's design is the big innovation of the century. "The modern bicycle as we know it is not new," John Pinkerton, of Erdington, Birmingham, said yesterday. "The innovations date back to last century. Advances in gears, brakes, tyres and frames are based on designs that already existed."

In 1885, after seeing Mr Burrows's prototype, he predicted that the Windcheetah would set the world trend for the next century. "Either this style of bicycle will be available to millions or it will become a toy of the rich, something too expensive for

the average rider and that would be the death of it," he said. Lotus has indicated that the racing model would cost between £3,000 and £5,000.

Cycling, which became a popular pastime in the 1890s, is enjoying a renaissance, with adult riders paying £250 on average for a machine. The number of bicycles sold has grown from 600,000 a year in 1970 to 2.2 million in 1991. David Collins, of the Bicycle Association of Great Britain, said:

"It is big business. People are more concerned about their health and the environment. Cycling as a sport and a leisure pursuit has grown from strength to strength."

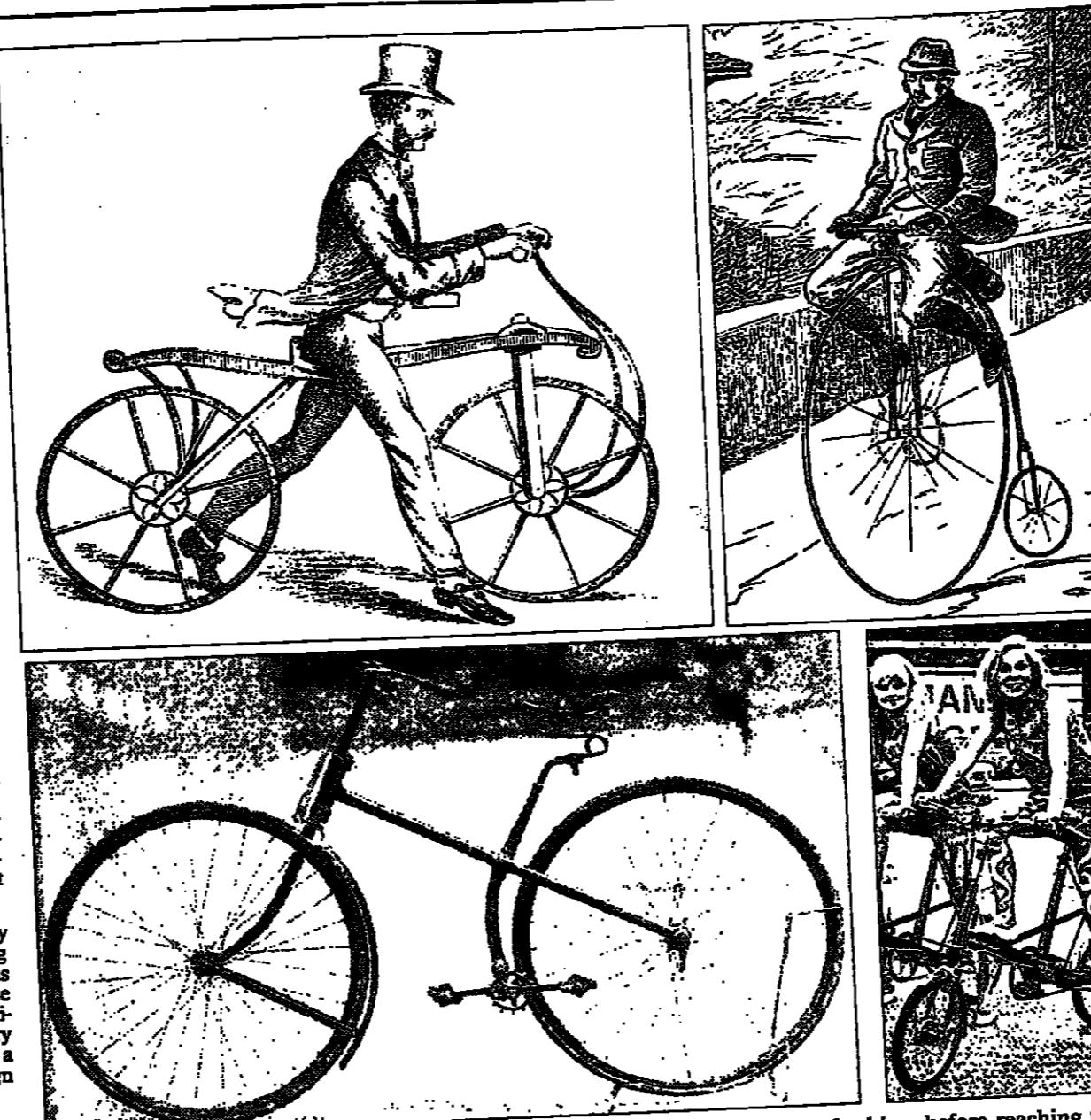
Nobody knows who invented the first bicycle but historians generally point to the Draisienne, designed by a German, Baron von Drais, in 1817 as the first commercial model. It became known as the hobby horse in England and was propelled along by the feet on the ground. It had no pedals.

The next development came from Kirkpatrick Macmillan, who put pedals on the rear wheel of the bicycle in 1840. Macmillan rode his machine 70 miles from his home in Kincardineshire and Galloway, to Glasgow in 1842. "This was a very important development but it was not a commercial success," Mr Pinkerton said. Macmillan, alas, was fined for "furious driving" when he knocked down a child.

The first big seller was the velocipede invented by Frenchman Pierre Michaux in 1861. The Coventry Sewing Machine company secured an order to manufacture the bicycles for the French market but the outbreak of the Franco-Prussian war meant that they were sold in England instead.

In 1870, John Starley invented the tension wheel with

British medals, page 1
Leading article, page 13
Boardman's gold, page 30



Building up speed: early bicycles progressed from no pedals to the penny farthing, before reaching the Invincible, below left, that first inspired Mike Burrows. Later innovations included the small-wheel designs

Riverbed killer identified

BY NICK NUTTALL
TECHNOLOGY CORRESPONDENT

AN ALGAE that rises from riverbeds to kill fish before returning to the sediment has been identified by scientists.

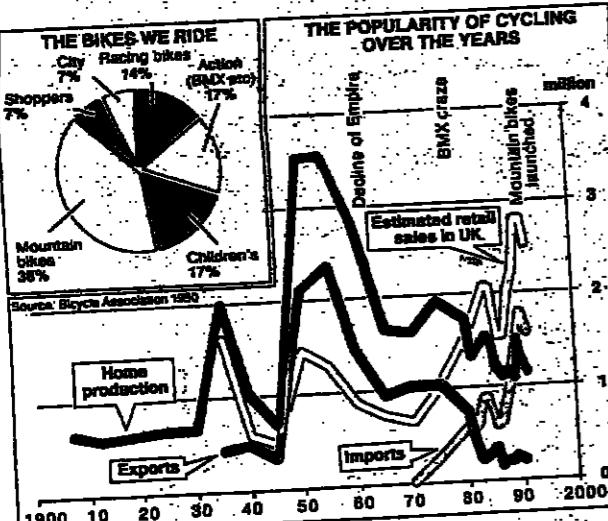
The researchers, who discovered the poisonous organism by chance, believe that the algae could be a key cause of a rising number of mass mortalities of fish in estuaries in Europe, America and other parts of the world.

The discovery, details of which are published in *Nature*, has been made by scientists at the North Carolina State University in Raleigh, North Carolina. The team claims that the algae, a dinoflagellate, is a new species. Its existence was uncovered when aquarium fish suddenly died a few days after water collected from the Pamlico river was put into their tank. Within two hours, the algae changed into non-toxic forms, or cysts, and settled on the tank's bottom.

During the death in the river of one million Atlantic menhaden, a type of herring, the scientists found swarms of the microscopic algae in the water. Less than one day later, few toxic algal cells remained.

The algae's ability to change swiftly from a poisonous to a benign form may be why its link with mass fish deaths has never before been uncovered, the scientists suggest.

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NEWS IN BRIEF

Friend shot Gulf soldier

BY LOUISE HIDALGO

The first allied casualty of the Gulf war was killed by a bullet from a rifle being cleaned by his friend, an inquest at Oxford was told yesterday.

A verdict of accidental death was recorded on Pte Shaun Taylor, 20, of Stourbridge, West Midlands. A court martial had found Pte John Williams, the man who shot him on February 25, 1991, guilty of negligence.

Railman killed

Stuart Vine, 29, a British Rail engineer, was killed yesterday as he worked on track at Chritschurch railway station, Dorset. It is believed that a crowbar he was using sprang back into the air, breaking his neck.

Pasties plot

A man who threatened to contaminate pasties unless the makers, Giesters, paid him £2,500 was jailed for four years yesterday by Plymouth Crown Court. Geoffrey Moore, 66, of Exmouth, Devon, admitted blackmail.

Spitfire crash

A Spitfire pilot escaped unharmed after his plane crashed at an airshow in north Devon. The plane overshot the runway and nose-dived as it tried to take off during a Battle of Britain flypast before record crowds at RAF Chivenor.

Inquest opens

An inquest into the death of Dr Elizabeth Howe, 34, the Open University lecturer who was found dead with stab wounds after arriving to teach at a York University summer school, was opened and adjourned in York.

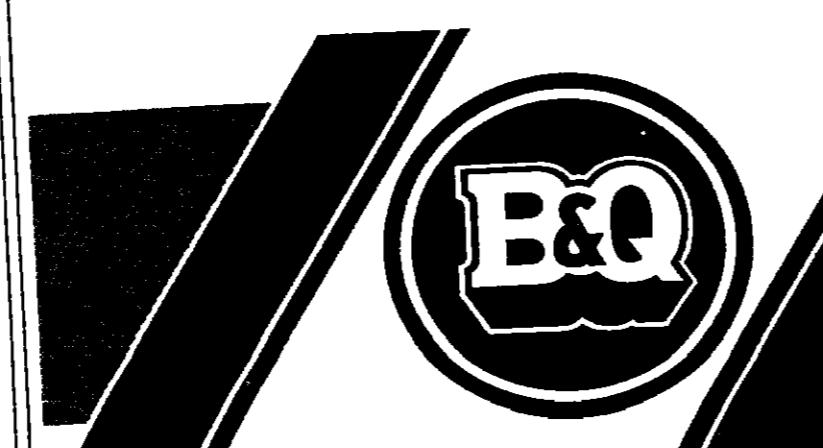
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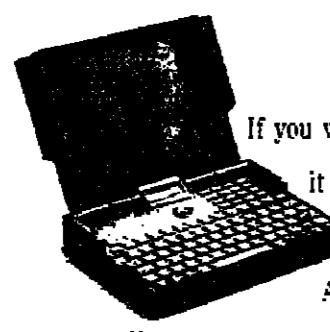
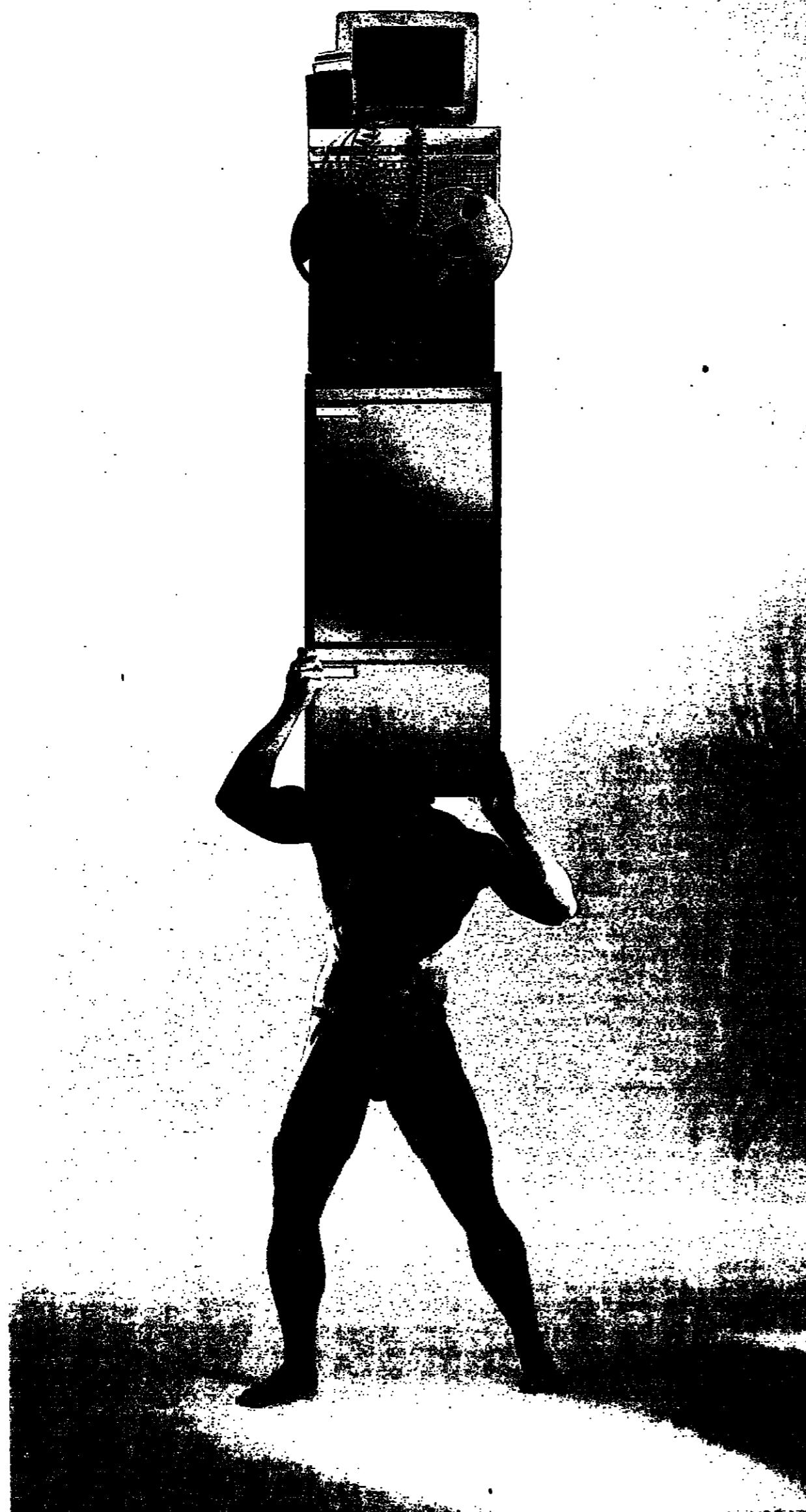
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Risk of ITV enquiry halts launch of new series

BY MELINDA WITSTOCK, MEDIA CORRESPONDENT

THE commissioning of new dramas and comedies to replace tired hits on ITV after autumn next year could be further delayed because the Office of Fair Trading is considering a challenge to new networking arrangements.

The range and quality of ITV programmes from early 1994 is already threatened by the network's failure to find a chief executive to run its new centralised commissioning system.

The OFT is concerned that some aspects of that system are anti-competitive. Sir Bryn Carsberg, director-general, is understood to object to the extent of control that the 15 ITV companies will retain over the £500 million annual network budget, despite legislation stipulating an end to ITV's programme supply cartel by January 1. He is thought to favour the imposition of modifications to give the ITV chief executive and network director more independence to choose what programmes to commission.

Months of delay in finding a chief executive have already put commissioning on ice, and even if ITV soon fills the £230,000-a-year post, intervention by the OFT could lead to further uncertainty and delay. With a minimum of a year required to put a new drama on the air from the time it is commissioned, it is feared that ITV will be forced to broadcast extensions of present programmes and a higher proportion of repeats.

The situation will be compounded if ITV executives oppose OFT modifications. The problem would then be referred to the Monopolies and Mergers Commission, which would take at least a year to investigate.

"The screen won't go blank, but there's no question that this poses a real threat to the quality of programmes," said one ITV executive. "There will be a tendency not to refresh the schedule because new programmes require much more thought

than repeat orders. It could get very serious indeed by January 1994, when major pieces like *Inspector Morse*, and some of next year's new stuff that doesn't wash, will need replacing."

With commissioning ground to a halt, independent production companies are now facing financial difficulties while several ITV companies have been forced to borrow money to produce programmes that in the end might not be commissioned. Meanwhile, neither the OFT nor the Independent Television Commission (ITC) are prepared to allow ITV to extend interim scheduling arrangements covering the first eight months of next year.

The new arrangements were required by the 1990 Broadcasting Act to encourage competition in the industry by depriving ITV companies of the right to schedule their own programmes and allowing Britain's 900 independent producers to compete directly with the broadcasters.

But the OFT, which next week publishes its views on which parts of the arrangements it believes are anti-competitive, is concerned that a loophole preventing the network chief executive from commissioning a programme without an ITV company's approval might impede independent producers' access to the schedule.

John Woodward, chief executive of Pact, the independent producers' association, said: "It is a conflict of interest for the ITV companies to decide between their own programmes and those made by independents."

The OFT will next month begin a second consultation process during which it will examine whether the arrangements have any "benefits outweighing anti-competitive effects". It will consult ITV and the ITC, which approved the new system in May, before making a final ruling on December 3.



Under observation: populations of red grouse, seen here in a painting by Archibald Thorburn (1860-1935), are the subject of a new "bible" for moor owners

Nature's killers the biggest danger to red grouse

THE first "bible" for Britain's grouse moor owners since Lord Lovat edited his seminal work, *Grouse in Health and Disease*, more than 80 years ago was published yesterday. It will offer advice on long-term maintenance of red grouse populations into the next century.

Although the 240-page *Grouse in Space and Time* lacks the elegance of Lord Lovat's leather-bound tome of 1911, it is the product of 12 years' research. The author, Peter Hudson, manager of upland research for The Game Conservancy, concludes that regeneration of declining populations of *Lagopus lagopus scoticus* requires the widespread culti-

ving of foxes and the control of disease.

The research was prompted by the decline in red grouse during the mid-1970s caused by poor weather, disease and the rise in foxes that accompanied a burgeoning rabbit population after the ravages of myxomatosis. Afforestation and over-grazing by sheep and deer contributed to the decline in red grouse.

Dr Hudson said that the numbers of grouse shot on managed moors, chiefly in northern England and Scotland, had fallen by about 40 per cent in 40 years. Rather than simply being seen as providing a pasture for shooting parties, it should be

Foxes and disease must be quelled to save the red grouse, a new book says. Kerry Gill considers the fate of a bird laying a golden egg for rural areas

recognised, he said, that the red grouse was essential to maintain habitats for many wild birds, ranging from golden plover to wheatear.

Moreover, spending on grouse management and shooting in Scotland was almost £21 million a year and created the equivalent of 2,300 full-time jobs. The Royal Society for the Protection of Birds acknowledges that, but for shooting, many managed upland moors, so

important for wild birds, would have been lost.

With the approach of The Glorious Twelfth, owners of Britain's 459 grouse moors will be assessing once again the effects of predators and disease. Dr Hudson said that a large reduction in the number of birds would probably be seen, demonstrating the critical position that the birds were in. Despite a mild end to winter, the early spring had been bad, cur-

ing hens from laying, and in some areas, heather moorland was being lost at the rate of 4 per cent a year.

Dr Hudson said: "There will be some places that will be very good, but moving back up to the Highlands, I think we are going to see something like a 20 per cent reduction, and some places will be disappointed."

This year had been one of the worst for ticks, which carry the "loping ill" virus from sheep to the grouse. Mild winters had encouraged ticks and had led to a rise in the rabbit population, on which foxes fed. Dr Hudson said: "While the number of grouse shot on moors had fallen by almost half since

1950, there had been only a 13 per cent increase in foxes killed since 1965. The book will be sent to the Scottish Office and to Scottish Natural Heritage. Grouse shooting, Dr Hudson said, was important to maintaining multiple land use, with shooting, sheep farming, stalking, conservation and tourism.

The average annual bag has fallen to 250,000 grouse in Scotland, and 450,000 for all Britain, a far cry from the times between the two world wars when bags exceeded 800,000. The number of upland keepers employed on Highland estates has fallen to 15 per cent of the turn-of-the-century total.

NEWS IN BRIEF

Brother cleared of murder

A man who beat his alcoholic brother to death after caring for him for 20 years was cleared of murder yesterday. Roger Billington, 49, was put on probation for two years after being convicted of manslaughter on the grounds of provocation and diminished responsibility.

The jury at Leicester Crown Court was told that Billington, of Leicester, had made enormous sacrifices to look after his brother Terry, 46. Last October, a day after his brother had fooled him into believing that he had stopped drinking, Billington returned from work to find his brother in a drunken stupor. He clubbed him to death with an iron bar.

Payout agreed

Curtess Shaw, 9, of Bolton, Greater Manchester, who suffered brain damage when hit by a car six years ago, will receive up to £21 million damages if he lives until he is 68 under a structured settlement agreed in the High Court yesterday.

Yachtsman dies

The body of Bernard Rains, 51, who went missing while sailing, was found washed up on a beach at Mersea Island, Essex, yesterday. Coastguards launched a search for Mr Rains, from Whitstable, Kent, after his empty boat was found on Tuesday.

Plot backfires

A woman who plotted her husband's death after he had an affair was jailed for five years at Leeds Crown Court yesterday. Susan Gill, 39, of Shipley, West Yorkshire, was convicted of soliciting an undercover policeman to murder Michael Gill, 29.

Sprouts sold

The Irish Republic's first home-grown Brussels sprouts of the season were sold in Dublin for more than £4.50 each. A hotel paid £14,400 (£375) for a box of 80 grown by Niall McDermott, 13, of Dublin, who gave the money to a hospital.

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Source: Mori

Hairdressers a cut above in high street popularity poll

Unhelpful and rude staff are a pet hate for Britain's shoppers, writes Michael Horsnell

on 1979 when a similar survey showed that one in four people had difficulty gaining redress from shops.

"Shops should be beware of being too complacent about these findings," Lady Wilcox, the NCC chairman, said. "Two in five shoppers named some sort of problem with staff as one of their pet hates about the service in shops nowadays."

The council compared its findings with the results of a similar survey of attitudes to the public utilities, carried out in 1990. Lady Wilcox said: "When we asked consumers two years ago how good they thought television and utilities were at listening to and taking care of their customers, only around two in five consumers rated TV, British Rail and the water companies as very or fairly good. Even gas and coach services, which came out best, were rated very or fairly good by only 67 per cent and 72 per cent respectively. That only just matches the worst of the high street shops this year."

"Next year, we shall be looking at public utilities again to see if the citizen's charter has led to an improvement in customers' attitudes to these monopoly services." Lady Wilcox added: "Of

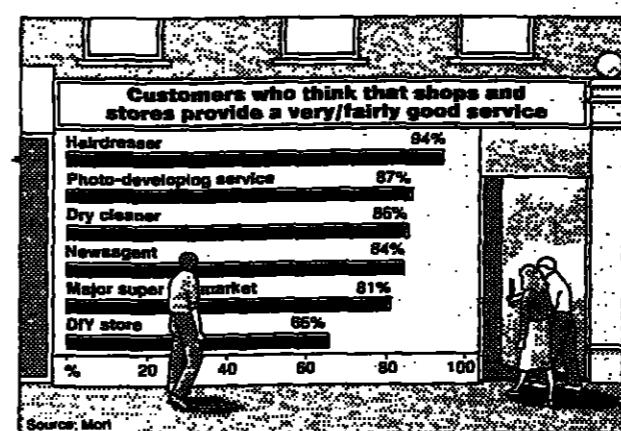
course, when it comes to the monopoly and near-monopoly public utilities, discontented customers can't take their business elsewhere. That's why it is so important that the citizen's charter should bring about real changes in the way that the public utilities treat their customers, not just cosmetic ones."

"As we have said repeatedly, it is essential to ask consumers of monopoly utility services what their needs are before setting service standards. Otherwise, consumers are all too likely to end up getting what the bureaucrats want to give them, rather than what they really want."

In a foreword to the consumer council's annual report for 1991-2, also published today, Lady Wilcox adds: "We warned early on that the charters could bring no overnight gains for consumers — and this has proved to be the case."

"We want to see substantial improvements including: detailed prior consultation with users; explicit service standards; written user contracts for every service; penalties for service breakdowns; effective consumer redress and compensation; independent representation of users' views and extensive publicity for users' rights and service performance."

Consumer Concerns 1992 (National Consumer Council, 20 Grosvenor Gardens, London SW1) £10/H; £5. The annual report is free from the same address, but an A4 envelope should be enclosed with the order.



Colombian president calls in US planes to hunt for Escobar

AMERICAN military aircraft yesterday joined the search for Pablo Escobar, the escaped drug lord. The aircraft, whose mission was requested by President Gaviria of Colombia, used infra-red and other detection devices.

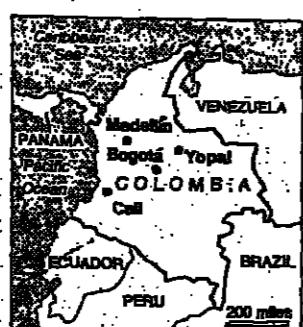
At the list grows longer of officials, soldiers and prison guards sacked by the Colombian government following Escobar's escape last week, the hope of capturing him further faded. President Gaviria has so far dismissed the national director of prisons, the chief of the air force, an army general, the jail's warden and assistant warden, and 26 prison guards. If, as is widely believed, many of them were bribed by Escobar, their return should be a comfortable one. We've soldiers have also been arrested on suspicion of helping Escobar and nine of his henchmen to slip out of their hilltop prison overlooking Medellin eight days ago.

The latest casualty of the government purge is Eduardo Mendoza, the assistant justice minister, who was one of the three government officials apparently taken hostage by the prisoners during their escape. After the other officials freed, Señor Mendoza appeared on Colombian television looking, some said, distinctly unruled.

The president's office said only that Señor Mendoza was being relieved of his job because he had been given permission to go to the jail to inform Escobar that he was being moved to a military prison but was not told in which prison compound. When Señor Mendoza and other officials did enter the jail, they were taken prisoner.

In the wake of the escape, he has been passed with bewildering speed. Gustavo Pardo, the sacked general who was in charge of prison security, appeared on television to deny that he had played any role allowing the prisoners to escape and blamed the incident on "a few treacherous

The drug lord's escape has led to a rash of dismissals, writes Ben Macintyre from Medellin



200 miles

soldiers". He said: "We had soldiers posted every six yards around the jail. It is only because of the army traitors who opened the door to the jail that the escape happened."

General Pardo, and 200 soldiers had accompanied the government official to Envigado jail to ensure that Escobar and the 14 other members of the Medellin cartel were moved to another, more restrictive prison.

The Colombian government has been severely criticised for its lenient policy towards the drug lords. Escobar finally agreed to surrender in June last year on condition that he and his associates were kept in Envigado prison, a ranch house belonging to Escobar which proved a most convenient venue from which to continue running his drug syndicate.

● Guatemala City. The human rights office of the Roman Catholic Church said that it has recorded hundreds of cases of political murder and other rights violations so far this year in Guatemala, including 190 "executions" not sanctioned by the courts, and 209 assassinations.

not know," said one Medellin resident.

Negotiations between the escaped drug lord and the government now appear to have broken down. Escobar has said through his lawyers that he is prepared to surrender under certain conditions, but the president has insisted that any surrender must be unconditional. That may change.

"Every hour that Escobar remains free weakens the bargaining position of the government," said a Bogota diplomat. "Eventually the government may have to cut a deal, which is sure to be to Escobar's advantage."

The cards are stacked firmly in Escobar's favour and the government may soon be forced to admit that his whereabouts are completely unknown. One theory is that he may be safely ensconced in Envigado itself, Escobar's home town just below the prison, where he is viewed as a local patron and protector; another is that he is somewhere in the mountainous jungles west of the city.

The latest rumour doing the rounds in Medellin is that he has left the country and is now under the protection of Sendero Luminoso (Shining Path) guerrillas in Peru, whose links with the narcotics trade make them natural allies. In the town of Envigado, Escobar's stock has reached an all-time high. "No one knows where he is," said a winking barman in the town that Escobar made prosperous. "And if they did know they wouldn't say. Pablo will come back maybe when he has had a good rest."

● Guatemala City. The human rights office of the Roman Catholic Church said that it has recorded hundreds of cases of political murder and other rights violations so far this year in Guatemala, including 190 "executions" not sanctioned by the courts, and 209 assassinations.

Witnesses said that about eight gunmen were arrested as they left the station.



Briton accused: Andrew McGarrity, a Londoner, sitting with a display of 2.8kg (6lb) of heroin in a press conference at the Bangkok anti-crime office. The Thai authorities arrested him at his hotel room on Monday for allegedly having the drugs in his possession

Coup attempt collapses in Madagascar

By Our FOREIGN STAFF

A SMALL armed group of soldiers took over Madagascar's state-run radio station yesterday and announced that they had staged a coup and established a "committee to rescue the nation". But the poor and sleepy Indian Ocean island nation did not feel the need for such radical measures and decided to ignore its would-be saviours.

The coup attempt, which was bizarrely reported in advance by the local press yesterday, might have succeeded if not for the "incredibly peaceful nature of the Malagasy" people, a diplomat in the capital, Antananarivo, said. President Ratsiraka, who has ruled since 1975, is deeply unpopular.

Witnesses said that about eight gunmen were arrested as they left the station.

Maputo drought gives peace a chance

FROM SAM KILEY IN MABALANE, MOZAMBIQUE

THE great grey-green, greasy Limpopo River has run dry. The river, which begins near Gaborone, in Botswana, vanishes at Mabalone, in Mozambique, nearly 150 miles from the coast.

Goats graze on scrub growing on its parched sandy bed, while locals dig 20ft beneath the sand to reach pools of greenish slime, which are the only water source for the once verdant farmland around. Further downstream, the Indian Ocean has started to flow up the course of the Limpopo, destroying crops with its salt. Farmers desperate after a 90 per cent crop failure as a result of the worst southern African drought on record have started to irrigate their land with sea water. The United Nations World Food Programme estimates that 3.1 million people are in danger of dying of thirst or hunger as a result of the drought in Mozambique.

Ironically, the drought may be responsible for bringing peace to Mozambique after 16 years of civil war between Mozambique's Frelimo government and Renamo, the right-wing Mozambique National Resistance movement. President Chissano and Alonso Dhlakama, the Renamo leader, have agreed to meet for the first time on Monday to discuss a ceasefire. Their meeting owes as much to two years of peace talks in Rome and a separate diplomatic effort by President Mugabe of Zimbabwe and "Tiny" Rowland, the chief executive of Lonrho, as it does to the fact that the drought and attendant famine means neither side can afford to go on fighting for much longer.

Thousands of people held in areas of Mozambique occupied by the rebels are fleeing the combined effects of drought and war to government-held territories, where there is a better chance of getting food aid. The migration has undermined the power base of the rebels and has forced them to agree to allow relief agencies to distribute food behind their lines along so-called corridors of peace. Meanwhile, the government's army has begun to fray at the edges, according to diplomats. In December, the British-trained Nyanga battalion hijacked a train carrying food along the Limpopo railway.

Pay comes irregularly to soldiers serving in areas remote from Maputo, the capital. As a result, attacks on people living on the edges of the bigger cities, which were more attributed to Renamo, are now as often blamed on hungry soldiers.

The civil war has so disrupted food production in Mozambique that in Mabalone, the few farmers with access to water for irrigation booby trap their fields with mines at night to protect their meagre crops from bandits.

The drought is a catastrophe which may in the long run turn out to be a godsend if it forces a genuine ceasefire out of both sides," said a senior Western diplomat based in Maputo. He added that the main fear was that both sides may seize upon a ceasefire and free food aid to rearm. "If that happens Mozambique's last chance of peace will have been missed."



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Honecker keeps up pose of the street-fighting man



Margot Honecker:
vocal campaigner

ERICH Honecker, the former East German leader, raised his elderly clenched fist in the traditional salute of the Red Front communist street fighters of the 1930s as he left the Chilean embassy in Moscow yesterday to be returned for trial to Germany.

It was a gesture clearly intended to remind the world of his anti-Nazi record and reiterate his recently expressed view that the Bonn government's determination to place him before a court is akin to the Nazi hunt of communists and shows the new Germany to be what he called a "fourth Reich".

Since his fall from power in October 1989, Herr Honecker has exhibited a quick-footed grasp of strategy and manipulation of which his elders in the Saarland Com-

For all his scheming and pleas of ill health, the former communist leader has been returned to Germany where he will answer for his shoot-to-kill orders, Anne McElvoy writes

unist party of the Weimar republic would be proud. He has pleaded terminal illness, an inclination to suicide and engaged top East and West Berlin lawyers to save him. But yesterday he finally lost his battle after the Chilean authorities caved in under pressure from Bonn and handed him over. Last night he was taken via the western Berlin airport of Tegel to Moabit prison to await trial on 49 charges of manslaughter.

In April 1945, Herr

Honecker, who escaped from a Nazi jail, went to the Soviet sector of Berlin to meet up

with the Ulbricht group returning from Moscow to administer the Eastern zone. Those former communists who knew Herr Honecker in the early post-war days considered him diligent, sly, but far from brilliant. Wolfgang Leonhardt describes him as having had "the main characteristic I would consider essential for success as a young functionary: absolute average intelligence coupled with zealous devotion to the idea of communism".

He established himself as East Germany's crown prince by overseeing the building of

the Berlin Wall on August 13, 1961. Orders bearing Herr Honecker's signature and calling for "ruthless use of firearms to prevent infringement of the state border" are deemed by the justice authorities to be strong enough evidence for manslaughter charges based on the deaths of nearly 200 escapees killed at the wall or along the inner-German border.

Herr Honecker, who succeeded to power in 1971, was ousted in October 1989.

The united Germany brought charges against him in December 1990, but the

matic row between Bonn and Sandago.

Since then Frau Honecker has taken up her husband's campaign, claiming that he is too infirm to be moved from Moscow. Herr Honecker has appeared on German television reading prepared statements defending his actions as East German leader, but was often seen to be prompted and corrected by Frau Honecker.

Continuing her supportive role, she accompanied him back to Germany yesterday. Just what ails Herr Honecker will be ascertained in a preliminary health check in Berlin. He now seems to have accepted his battle with history will be continued in court and not at the safe distance of a diplomatic residence.

Honecker back, page 1

NEWS IN BRIEF

French unearth nuclear dump

Paris: The French authorities have launched an urgent inquiry into a dump of radioactive waste discovered on the site of a disused factory in the Alps which is also suspected of leaking highly toxic beryllium into the surrounding sea (Charles Brenner writes).

As alarm spread in the local community, the prefect of the Savoie department has ordered the state-owned Pechiney aluminium company to seal off the dump at La Jaz in the district of Frenay and put it under permanent guard.

The health ministry is also examining records of previous decades in search of signs that inhabitants may have been poisoned by beryllium, a metal, not itself radioactive, used in the aluminium and metal industry and produced at the factory. It is highly toxic if absorbed in even tiny doses.

Police and experts from the atomic energy authority discovered a high level of radioactivity emanating from a recovered concrete cap measuring about seven square yards while they were collecting earth samples for beryllium analysis last week as part of a judge's investigation into the death from beryllium poisoning of Elsa Bellito, 43, her husband worked at the plant, which Pechiney closed in 1982 and handed over to the Aifipraz company that went bankrupt last year, leaving 2,000 tonnes of non-radioactive nitrates and chlorates salts.

There was no explanation for the radioactivity, which was ten times the normal level on the surface — not considered dangerously high. The mayor of Frenay, in the Maurienne valley some 25 miles east of Grenoble, has sued Pechiney and Aifipraz.

Moving quickly to defuse a growing scandal, Pechiney pledged this week to speed up a clean-up of the La Jaz factory and said it was introducing a meticulous search into the likely sites where beryllium and other toxic wastes were left in earlier decades in Savoie. Pechiney confirmed this week it produced beryllium and alloys at La Jaz and near-by Caluire.

Keeping peace

Moscow: Peacekeeping Russian troops have moved to the former Soviet republic Moldavia to try to quell ethnic fighting between Moldavians and Slav separatists in the breakaway region of Transdniestria (Reuters).

Protest strike

Beirut: Lebanon was paralysed by a protest strike over the country's economic difficulties. There is also anger over the decision to hold parliamentary elections before Syrian forces pull out of Beirut in September.

Priest capture

Manila: Philippines police have captured a high-ranking communist guerrilla chief and 12 comrades. Father Cirilo Ortega headed part of Christians for National Liberation, a group of insurgents and nuns (AP).

Shared space

Moscow: A joint Russian-French crew boarded Russia's Mir orbital station for a mission designed to save the 12-year-old space base from early demise. The cosmonauts will also remove the Soviet flag (Reuters).

Flea market

Istanbul: Women brokers at the Istanbul stock exchange have stopped wearing miniskirts and men are wearing two pairs of socks to foil fleas in the ageing trading room (Reuters).

Huge refugee influx forces Germany to seek EC quotas

FROM IAN MURRAY IN BONN

GERMANY has a hidden agenda in urging other European Community countries to take in refugees from the Balkans according to a quota system. This is because Bonn views immigration as a matter which the Community should deal with centrally, rather than leaving individual governments to draw up their own rules.

The plight of the refugees is forcing the pace of the argument Klaus Kinkel, the foreign minister, told the newspaper *Süddeutscher Zeitung* yesterday that Germany could not bear the whole burden, which was why he was pressing the Community to adopt a quota solution. Other countries should react faster, he argued. While Germany had taken in more than 200,000, other countries held back: "This just won't do."

The argument is no more than an extension of the one put by Helmut Kohl, the chancellor, at Maastricht in December. He tried in vain there to win the summit over to his view that once the internal borders of the Community come down, it will be fairer and easier if there is a common immigration policy, including a share-out of asylum seekers among member states.

The plight of the Bosnian refugees has given Bonn the opportunity to argue the logic for such a policy. If the EC accepts that, for humanitarian reasons, a quota system has to be introduced to cope with the desperate need of these refugees, Germany will have an impressive precedent in arguing for a wider adoption of the same principle.

Only by altering the constitution can this be prevented but Herr Kohl has again tried and failed to convince the Social Democrats to support the necessary changes. The opposition insists that Germany must remain a country of refuge for the oppressed of the world. The Social Democrats say they will give their essential support to constitutional changes only if the EC first agrees to a common immigration policy, including a share-out of asylum seekers among member states.

Mr Kohl has promised to continue arguing the case until the idea is accepted. If he succeeds, the Community will bail his country out of the problems created by the liberal asylum rights written into its Basic Law.

Thanks to this law, Germany has become the pre-

Teenagers join up in Bosnia's DIY war

FROM ADAM LEBOV
IN SARAJEVO

THE boy had all the awkwardness of adolescence. A gangly teenager, dressed in jeans and t-shirts, he smiled eagerly with darting glances from side to side as he tried to keep in step with his unit on morning parade. He should have been out playing football and chasing girls, but instead he was going to war.

Like his compatriots standing to attention at the Bosnian military regional command headquarters, he was now a fighter. New recruits at Sarajevo's school for soldiers are up at seven for three hours of exercises, with breakfast at ten followed by a course in shooting and destroying tanks. It lasts a few days before they are dispatched to the frontline which in this city is almost everywhere.

Heavily outnumbered and outgunned, anyone over the age of 16 is a potential combatant in the Bosnian army. Artists and accountants, musicians and mechanical engineers, everyone who can point and shoot a gun is being drafted into this DIY war. The lucky ones are issued with AK-47 assault rifles and army knives. The less fortunate receive a decades-old bolt action rifle and a screwdriver.

Private militias, ragtag local units trained soldiers from the former Yugoslav federal army, all these are being welded into a coherent fighting force, even if its soldiers dress in shell suits and running shoes while officers wear earrings and ponytails.

"We teach them how to fight and how to go to war," said Amir, an officer at the headquarters. "We fight like partisans because we don't have the weapons for any other kind of war. But they have no real time to learn. Their education is on the frontline. They fight because they want to survive, to protect families and Sarajevo."

Stirring is high at this ad-hoc military academy. Young and middle-aged men mill about just returned from the frontline or about to be dispatched. In one corner a soldier in his twenties fills his pockets with hand grenades. The strains of music from the Bosnian army band drifts down the corridors.

In this vicious conflict, relative has turned against relative and friend against friend. "People I knew before the war and some of my friends are now fighting with the Serbs," said Mustafa, 24. "We caught one of my friends and arrested him and told him to go home, but he went back to the Chetniks (Croat unit). Don't ask me if I would kill him. I don't like to talk about it. He was a good friend of mine, he slept in my house a hundred times and now he is fighting against me."



Going with the flow: an evening ensemble of emerald green satin dress with a sun-coloured satin cardigan at the Yves Saint Laurent collection yesterday. Haute couture at its finest was on parade in Paris (Liz Smith writes). The tailoring was perfection. The evening dresses were as fluid and sexy as ever.

But the standing ovation for the designer was much more an acknowledgement of the emotional dramas behind the scenes. Rumours circulate about his fragile health and insecurity. His unsteady appearance fuelled speculation he has been unable to put much energy into his work.

Yeltsin pushes for extra powers

FROM REUTER IN MOSCOW

PRESIDENT Yeltsin said yesterday that he wanted a new constitution to be adopted in 1993 granting him the right to rule by decree and appoint top executives for a transitional period.

He told a meeting of the constitutional commission in the Kremlin that the existing

constitution hindered Russia's reforms. He presented an eight-point list of proposals, including the abolition of Russia's highest legislature, the Congress of People's Deputies, which impeded Mr Yeltsin's reforms in the past.

The proposals would also give the president the right to issue decrees instead of laws and appoint government members and personal representatives in Russia's constituent regions.

Realising that the hardline congress was unlikely to pass such a constitution, he said it might be adopted through a referendum next year.

Italian foreign minister resigns to remain MP

FROM JOHN PHILLIPS IN ROME

VINCENZO Scotti, the Italian foreign minister, resigned yesterday after a decision by his Christian Democrat party on July 7 not to allow deputies to hold ministerial posts.

In a letter to Giorgio Napolitano, the Speaker of the lower house, Signor Scotti said he preferred to remain a deputy and surrender his ministerial position. He had originally offered to resign his post as deputy on July 11. The announcement was made yesterday as the Italian parliament was about to debate his first offer. Last month, the new government of Giuliano

Dingy ballroom puts stars in the eyes of Berliners young and old

FROM ANNE McELVOY IN BERLIN

AT CLÄRCHENS ballroom the doorman issues a five-mark (£1.70) ticket with the ceremony of one granting entrance to an exclusive club, addresses the gaggle of women queuing for entrance as "gracious ladies", and follows this with a wink and a "Hope you get lucky" in a broad Berlin dialect. The customers giggle and hop from one stiletto heel to the other in a state of giddy expectation before entering. Inside the dingy ballroom, couples are waltzing round the wooden floor with varying degrees of elegance. The women are resplendent in lurex blouses; the men wear stone-washed jeans.

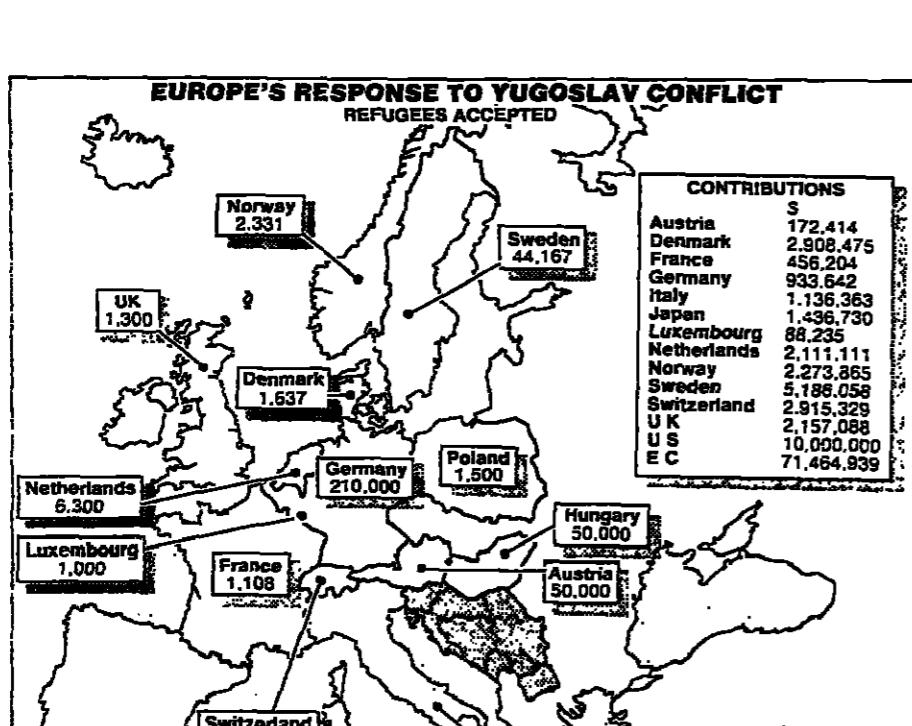
All ages are present from the late teens to the late eighties. As the band strikes up Marlene Dietrich's *Falling in Love Again*, the approaches are direct. One Lothario enquires: "Dance?" His companion is less forward. "You," he says. "Come on."

When she heard that the two Germans were to be unified, her first worry was whether the ballroom would survive. The majority of Eastern restaurants and pubs have changed image and ownership since the merger or been forced to close as their clientele discovered the delights of West Berlin's nightspots.

Clärchens, however, is still going strong, cheap enough to cater for the mass unemployed and sufficiently successful to resist the gentrification sweeping the east. It still combines its functions as a stress-counselling service and a marriage bureau in the timehonoured, if indecent manner.

"I've lost count of the number of weddings that have emanated from this place," said Georg Trumpf, 30, a regular.

Dietrich: her presence lingers on in a nightspot renowned for finding people.



New York

Baker woos Kurdish rebel factions to discipline Baghdad

FROM JAMIE DETTMER IN WASHINGTON

AS THE Bush administration began to appear unsure yesterday over how to discipline Iraq permanently and ensure that it observes United Nations resolutions, the Democrats began a concerted attack on the White House, claiming that President Saddam Hussein had won the latest showdown with Washington.

Clearly frustrated by Saddam's ability to challenge America and then withdraw before action can be taken, the Bush administration turned to Iraqi opposition leaders yesterday in the search for ways to silence Baghdad. The meeting between James Baker, the Secretary of State, and a six-person delegation of Kurds, Shiites, Muslims and Sunni nationalists could result in America deciding to support rebel movements in Iraq by providing supplies.

Western diplomats dismissed American press claims that the Gulf war coalition countries have become indecisive about what steps to take against Iraq. They said there was clear agreement among coalition governments that Saddam must be prevented from being able to draw out challenges to the UN and mount escapades similar to his three-week refusal to allow an inspection of the ministry of agriculture in Baghdad.

The coalition allies are now discussing whether to issue through the UN a clear statement of what is expected of Iraq and what action would follow for any violations. "It would not be characterised as an ultimatum, just a statement written in red ink detailing the school rules," said a diplomat.

The Bush administration has increased pressure on the UN to organise another big inspection in Iraq as a way of putting pressure on Baghdad.

If the Iraqis balk or again insist on determining the nationalities of the inspectors, the White House is unlikely to be slow in responding firmly.

Saddam rebuilds his war machine

Any allied air strike would probably meet more resistance than was offered in the Gulf war, Michael Evans writes

PRESIDENT Saddam Hussein has created a new close-protection security force of 10,000 to 12,000 soldiers to guard him in Baghdad. Latest intelligence information suggests that the move is part of a restructuring of Iraqi divisions in the wake of the end of the Gulf war 17 months ago.

Repaired anti-aircraft systems have also been deployed around all military facilities judged to be potential targets for allied bombers should America, supported by Britain and France, decide to launch a military strike against Iraq in retaliation for its continued breaches of the United Nations ceasefire agreement. Just as Iraq has succeeded in rebuilding many of the bridges and communications sites destroyed during the war, so has the military infrastructure been gradually repaired.

Western governments are aware that some surface-to-air missile systems are working again, and that ammunition manufacturing is operating normally. Western experts believe Iraq continues to be self-sufficient in conventional ammunition and may also have a capacity to produce selective spare parts, although there are likely to be shortages, especially for Soviet-made fighter aircraft. There appears to be no evidence that military spare parts are coming in from Jordan.

Up to 150 Iraqi fighter planes have been engaged in intensive training since April. The aircraft have included about 20 Su25 Frogfoot, 30 Su20 Fitters, and several MiG21 Fishbeds, MiG29 Fulcrums, and Mirages. This is theoretically in violation of the ceasefire agreement which banned all flights of Iraqi fixed-wing aircraft. Since April, when Iranian fighters bombed a base inside Iraq used by an Iranian opposition group, however, the allies seem to have turned a blind eye to flights by Iraqi planes, provided that they do not venture north of the 36th parallel, where allied aircraft are still patrolling.

With the prospect of any immediate military action against Baghdad receding, the Iraq issue is becoming firmly enmeshed with the presidential election campaign. The Democrats were careful at the weekend to avoid criticising the Bush administration on its Iraq policy, fearing that they would be open to attack themselves for unpatriotic behaviour.

Aware that President Bush sees his foreign policy experience as a possible trump card in the election, the Democrats are moving quickly to try to tarnish the Gulf war success. Senator Al Gore, Bill Clinton's running mate, has attacked the president repeatedly for not taking action to halt Saddam's raids on Iraqi rebels in the south.

Yesterday, several Democratic congressmen reinforced Mr Gore's attack. In reference to Iraq's success in determining the composition of the UN inspection team, Les Aspin, the chairman of the House armed services committee, said: "Saddam Hussein successfully made the non-negotiable negotiable. It looks like he has more to cheer about than George Bush does." Democrats also alleged yesterday that the Republicans were intent on using the Gulf war issue to further Mr Bush's re-election chances. "Let's point out the obvious. It's 95 days to an election. We have been paddling around for seven months. Why should we get tough now?" asked Dante Fascell, the chairman of the House foreign affairs committee.

American newspapers editorialised on the same lines.

The Washington Post rejected the White House's claim that it had beaten Saddam. "The president's claim of a cave-in by Saddam Hussein in the latest skirmish over nuclear inspection was just about the opposite of the truth," it said.

Iraqi opposition leaders told Mr Baker yesterday that there is only a remote chance that Saddam will be toppled by a coup. They urged him to supply the Kurds and Shiite Muslim rebels with anti-aircraft and anti-tank weapons. Jalal Talabani, a Kurdish leader, told the Secretary of State that Iraq was reinforcing its units in the north in preparation for an attack on Kurdish positions. The Iraqi opposition leaders, who have not agreed a uniform strategy among themselves, also called on Mr Baker to recognise a broad-based provisional government-in-exile.

The Kurds in the delegation presented Mr Baker with a two-phased plan for a general uprising, involving Kurds in the north, Shiite Muslims in the centre of the country and Shiite Muslims around the southern city of Basra. The Kurdish plan also envisages setting up a provisional government, possibly based in the northern Iraqi city of Arbil, which would receive immediate recognition from the West.

Before the Gulf war, Saddam had a million men under arms with 5,000 tanks, 5,000 artillery pieces and up to 800 combat aircraft. The Iraqi army now consists of about 350,000 men, 2,000 tanks and 2,000 artillery pieces. Not all the tanks are serviceable. Discouraging the four Republican Guard divisions which are spread outside Baghdad and three others held as a strategic reserve for counter-insurgency operations, two-thirds of Iraqi infantry and armour is deployed in the north and only a third in the south.

The presidential guard force, which used to be about a brigade in strength, has now been expanded to four or five brigades of up to 12,000 men. They are deployed inside the capital and are responsible for guaranteeing the president's personal protection.

L&T section, page 1

IT WILL take six hefty men to carry Anthony Salerno's coffin to its final resting place. The big-bellied Mafia boss, who died of natural causes in a prison hospital on Monday, aged 80, was known to friend and foe alike as "Fat Tony".

Legend records that he once tried to evade the FBI at a restaurant by leaving through the lavatory window and got stuck. He only got away when his fellow gangsters yanked him through.

Salerno ran the Genovese crime family, one of New York's five Mafia families, and was once named by *Fortune* magazine as the No. 1 gangster in the United States. Sporting his trademark pork-pie hat and chomping a big cigar, Salerno became a familiar figure in the 1970s and early 1980s holding court in front of the



Centre stage: Richard Gere, the American actor, condemning China's rule over Tibet and Washington's refusal to recognise the Tibetan claim to independence, before the Senate foreign relations committee

UN team ends futile Iraq hunt

BY CHRISTOPHER WALKER
IN CAIRO

UNITED Nations weapons inspectors ended their delayed search of Baghdad's ministry of agriculture yesterday empty-handed but still convinced that Iraq was concealing weapons of mass destruction.

Achim Bierman, the compromise German leader of the formerly American-led team, said before leaving Iraq after the second day of a fruitless hunt due to have begun on July 5: "There is room for deep concern that some major material may have been taken out." The team was shown on Iraqi television variably sifting dustbins and lifting carpets.

Rolf Ekeus, the head of the UN commission on Iraqi weapons, said after the rather farcical exercise: "We have not cleared out what remains in Iraq. Iraq still has to fill empty spaces in our knowledge." He was referring to documents on Iraq's nuclear, chemical and biological warfare programme which UN experts had earlier been sure were concealed in the building.

Mr Ekeus met Tariq Aziz, the deputy prime minister, to discuss future UN inspections. Mr Aziz was reported as saying that Iraq "rejects any action that undermines its sovereignty and dignity".

FROM JAMES BONE IN NEW YORK

Palma Boys Social Club in the shrinking Italian enclave in the predominantly black and Puerto Rican neighbourhood of East Harlem.

According to the *World Encyclopedia of Organised Crime*, Salerno took over as boss of the Genovese family in 1981, after the death of the patriarch Vito Genovese. Formerly the head of the family's gambling operations, he quickly expanded the business into loansharking, pornography, extortion and drugs. But he was also one of the first Mafia bosses to recognise the potential of legitimate businesses, such as music and construction.

Authorities believe that he increasingly acted as a figurehead for Vincent "The Chin" Gigante, who is known in New York for wandering around his Greenwich Village neighbourhood in his

Vatican and Israel mend ties

FROM JOHN PHILLIPS IN ROME

THE Vatican and Israel yesterday decided to form a permanent joint commission aimed at establishing full diplomatic relations, ending 44 years of tension between Jewry and Roman Catholicism.

The decision was announced simultaneously by the two sides after a high-level meeting in Rome between the delegates who will make up the commission. Cardinal Joaquin Navarro-Valls, the chief Vatican spokesman, said the breakthrough was not directly linked to the change of leadership in the Jewish state. But he said the Middle East peace process had helped to make better relations possible.

"The Holy See and the state of Israel, in order to study and define together subjects of mutual interest and with the aim of achieving a normalisation of relations, have decided to constitute a bilateral, permanent working commission that will meet periodically," the cardinal said.

The Vatican recognises Israel's right to exist within secure borders but has denied Israel full diplomatic recognition. The absence of full ties have often strained relations between Catholics and Jews. But these have improved on the whole since the 1965 Second Vatican Council.

The cardinal said the Vatican wants guarantees of equal rights for everyone living in Jerusalem, including Palestinians.

Then Israeli prime minister, decided not to meet the Pope during a visit to Rome, apparently because of sharp differences over the Palestinian issue. The Israelis were also angry over a 1987 papal meeting with President Waldheim of Austria who tried to cover up his wartime role in the Nazi Wehrmacht.

A year-long dispute in 1990 over the presence of nuns at the Auschwitz death camp near Cracow in Poland had also embittered Catholic-Jewish relations.

Warner Bros Records is to remove the controversial song *Cop Killer* from Ice-T's *Body Count* album at his request and he will give the song away as a single instead, the rap musician said. He denied that the move had been prompted by complaints from police officials.

Max Dupain, 81, regarded as the father of modern photography in Australia, has died.

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Growing rich on export earnings

Ben Macintyre in Medellin finds a town prospering from cocaine

Medellin is a city of many addicts. Not drug addicts, for there are very few of those in Colombia, but people addicted to the profits and opportunities of drug dealing. At night, in certain fashionable nightclubs in the hills overlooking the city, figures from Medellin's cokeocracy can be found enjoying their wealth like the rich in any cosmopolitan city. Elegant Latino women dressed in designer clothes and heavy with jewellery, lean on swaggering men in pointed shoes with gold tassels. Outside, armed bodyguards stand by the limousines.

As Medellin's citizens are quick to point out, the city has other industries — textiles, chemicals, paper, paint — and there is even an effort to promote tourism. But drug trafficking is still the career of choice for the ambitious and unscrupulous Medellin entrepreneur, and the vast profits have trickled down. As my host, a manufacturer of satellite dishes, explained: "Drug dealers spend the most on everything."

Colombia has worked hardest of all South American countries to eradicate trafficking, and the American administration's strategy of tackling cocaine production at source has concentrated upon Colombia. Yet both failed abjectly.

Last week, the notorious leader of the Medellin drug cartel, Pablo Escobar, escaped from his custom-built prison on the outskirts of the city, sending the government into convulsions of embarrassment and recrimination. A massive operation is under way to track him down, but recapturing or killing Escobar will not kill Medellin's drug industry. It might even intensify the battles between the cartels.

From the comfort of the Bogota Country Club, overlooking a golf course that would not look out of place in Godalming, one wealthy Colombian businessman put it this way: "For every Pablo Escobar, there are a dozen ready to take his place. For every young man from Medellin stopped at the airport with a plastic bag of cocaine in his stomach, there are two dozen others just as happy to take the risk. The coca plant must be sown annually, but cocaine dealers are self-seeding."

There are many poorer Colombians, and not just drug farmers, who have reason to thank the dealers. Drug chiefs have paved streets, provided housing and electricity and built up intense local loyalty in a programme of co-operation, coercion and graft.

When Escobar swaggered out of Envigado prison, he showed the corruptive power of his huge ill-gotten gains, and the relative impotence and poverty of the country's government. Escobar is simply too rich to be imprisoned in a country as poor as Colombia — as the guards bribed into freeing him can, and probably will testify.



Escobar: far too rich to be jailed in a poor country

...and moreover
CRAIG BROWN

To brazenly split an infinitive, especially in the first three words of an article, is likely to create — to callously create — misery among readers. But if, in an article about Little Richard, I wrote "Awopbopaloplawobamboom", I doubt a tear would be shed. On a Venn diagram, with one circle containing fans of Little Richard and the other containing linguistic pedants, the overlap would be tiny, but oddly it would include me.

My gang of pedantic Little Richard fans has so few members that I suspect *The Spectator* will not receive a single letter of complaint regarding the appearance of an "Awopbopaloplawobamboom" (*sic!*) in its television column last week. The word should, of course, be "Awopbopaloplawobamboom"; singing the word to itself, the writer, Martyn Harris, obviously stumbled over his "loobopalop", turning it into a meaningless "loolawop". Most of those over 30 and under 55 will recognise it as the chorus of Little Richard's song "Tutti Frutti". Its length — just three letters short of that classic long word, "antidisestablishmentarianism" — and a full 11 letters longer than the schoolboys' favourite, "Constantinople", makes it, like the names of minor characters in Russian novels, extremely tempting to skip, so that the reader relies more on a shaky process of osmosis than on the ingestion of each syllable as it comes.

Silliness is pop's strongest card, perhaps its only real con-

Matthew d'Ancona on the pitfalls that threaten plans to run schools from the centre

Can Whitehall teach?

Why has John Patten's white paper, published on Tuesday, stirred such strong emotions and inspired eulogy and abuse in equal measure? Most obviously because a nation peers into the crystal ball of education to discover its future: much rides on this grandiose vision for 25,000 schools and countless pupils.

But perhaps the pressures of history can also explain some of the fuss; for in its 64 pages of centralising, bureaucratising measures, Mr Patten's plan trespasses on some ancient and bitterly contested territory, awakening the old conflict between the centre and the localities. With his plans for quangos, new Whitehall agencies and roving management teams, Mr Patten risks importing the old conflict between court and country to the classroom.

In style and scope, the white paper reaffirms the belief of Matthew Arnold and Cardinal Newman that education is the bedrock of civilised society. Mr Patten, who wrote much of the document himself, prefacing his introduction with a quote from Ruskin's *Unto This Last*, envisaging state education for all, and the sheer scale

of his strategy is remarkable. In his blueprint for opting out, specialisation and morality in schools, the education secretary aspires to join Balfour and Butler on the roll-call of great Tory education reformers.

Yet his bid for glory rests on a fatal misapprehension about British society and its reaction to interference. His declared agenda is to raise standards, fortify parent power and decentralise control by breaking the grip of the local education authorities established by Balfour in 1902. But his methods are those of the relentless state-builder, raring to charge into the fray and lay down the law.

From now on, failing schools named in the education department's "little list" will be targeted by inspection teams appointed by the new chief inspector of schools. A school found to be inadequate will be given a deadline by which to improve, and, in Mr Patten's words, be "shamed publicly". After that, an outside manage-

ment team appointed by Whitehall, a six-man "education association", will step in, hire and fire at whim, and steer the school to grant-maintained status. No question of a parental ballot: failing schools will opt out or die.

On the glossy pages of the white paper, the government's plans for sink schools look clinical enough, but the reality on the ground is bound to be messy. The education association will be expected in its lightning-strike to turn around a school already on the verge of collapse — a brief which vastly over-estimates the capacity of managers, however ingenious or experienced, to patch up disasters.

Last month I visited a school in south London where half the children come from one-parent families, half have parents who are unemployed or work part-time, 90 per cent live in council accommodation, and 40 per cent speak a language other than English at home. As it happens, and against the odds, the school is excellent.

But there are plenty of others like it in the inner cities which struggle simply to make day-to-day life bearable for staff and children.

How will such a school react to the sudden arrival of six outsiders, marching with their government briefcases into assembly to replace the failed head teacher and his team? When Mr Patten's predecessor appointed a former chief inspector and a retired head teacher as governors at Stratford School in east London, local Asian groups denounced them as "colonial impositions". There will be an almighty fuss when the first education association descends upon a similarly volatile school.

Imagine, too, the farce of parents having to discuss their children's progress with managers appointed by Whitehall; or a newly-arrived education association trying to organise a school fair or six-form play or trip abroad for pupils. Above all, how will parents react to the news that their children's school is to opt out

without even the courtesy of a parental ballot? Patronised and disenfranchised, they may reflect that parent power is not all it's cracked up to be.

Such is the social cost of removing the buffers between state and citizens. Flawed and inefficient though the LEAs often are, they are at least sensitive to local needs and idiosyncrasies if they waver on the vine, as Mr Patten hopes, something is bound to fill the vacuum — possibly semi-formal consortia of grant-maintained schools, providing the kind of local knowledge and guidance that central bureaucracies fail to offer. Yet the education associations will continue to ram the land sticking in their bureaucratic oar.

This is an odd mistake for a paid-up Tory to have made, betraying a quaint faith in instant perfectibility through centralisation. Local communities told repeatedly that they can run their own schools will not welcome the academic recruits sent to snatch them back. Old passions and resentments will be re-awoken. Still dreaming of his place next to Balfour and Butler, Mr Patten may soon find that his white paper has not pleased free-born Jack.

In search of heavenly bodies

Bernard Levin on how earthlings choose names for stars and planets

Remember all that carry-on about the origins of the universe, having been discovered? Grave astronomers were to be seen dancing in the streets, overwhelmed with the significance of the news, and experts from every quarter of the world (alas, no extra-terrestrial beings turned up with congratulations) poured into the newspapers enough words to stretch from here to Halley's Comet and back again. Well, the fuss died down with remarkable speed, and the universe emitted a distinct chuckle as it went on its enigmatic way. But not long before the celestial hoo-ha broke out, I had received a perfectly delightful letter from an Australian astronomer: I am by no means sure that he would want his name emblazoned in my column today, so I shall call him Professor Alloy, and a jolly fellow he is, as you shall learn.

Some time ago, I mentioned the possibility of a tenth planet. Pluto was discovered from tiny irregularities in the orbit of Neptune, and it seemed that similar oddities had been shown in the eternal voyage of Uranus. If another planet were to be found, I said, let it be named after that beautiful, tragic symbol of our time: Marilyn. Alas, some pompous official wrote to *The Times* insisting that he was in charge of such matters, and made clear that for people like me to start suggesting the names of planets would be a shocking breach of the regulations.

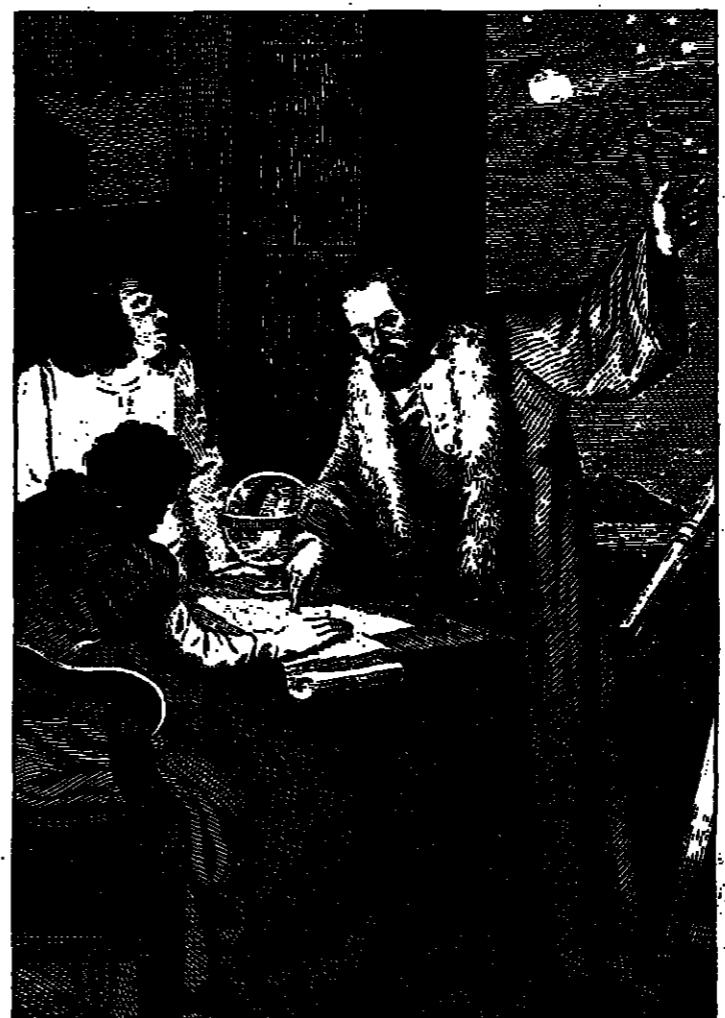
The column in question was included in my book *All Things Considered*, which in due course was published in Australia. Professor Alloy bought the book, read the piece about star-gazing and, being a real star-gazer, put me delightfully right, and a good bit over. If he doesn't mind my ransacking his letter in public, I will share the details with you today.

It seems tunless the jolly professor is ever tunless than his sounds and is pulling the leg of an inno-

cent journalist that there is a body called the International Astronomical Union, which in turn has a Minor Planet Naming Committee and a Working Group on Planetary Nomenclature. Now a minor planet is correctly called an asteroid, and it seems thousands of them have been discovered over the years: Professor Alloy himself has at least one to his credit. By the complex rules of the International Astronomical Union, which begin to sound uncomfortably like those of the TGWU, the Minor Planet Naming Committee will not entertain a suggestion that the discoverer of an asteroid should have his own name attached to it, though the committee will listen to any other proposed name for the newcomer.

Well, not any other suggestion: the names of leading military and political figures cannot be proposed, however eminent, unless they have been dead for at least a century, so that precludes Thatcher. I am sorry to say. Nor will the committee agree a name in bad taste, although it seems that there are no official guidelines as to what constitutes bad taste. (That reminds me: when my beloved Woodrow was still a member of the Labour party, he wanted to call one of his racehorses Vote Labour, but such proposals have to be vetoed by the Jockey Club, and that po-faced lot would not permit it. The point, of course, was that Woodrow would enter the horse at, say, Ascot, and fall about laughing when racegoers who were Tory to a man but had backed the beast were roaring "Vote Labour! Vote Labour!")

On the other hand, if some astronomer finds a comet, it automatically bears his name, whence Halley's. But when we come to real full-sized planets, the Working Group on Planetary Nomenclature takes over, and things become serious, which means that by the rules of astronomy and mythology put together, the tenth planet will almost



Star-gazing: after Galileo new celestial discoveries needed names

certainly have to be Persephone.

There is a ruler governing asteroids: not unreasonably, a name cannot be accepted if it might be confused with another, and there is already a Marylin in the asteroid category. Ha! But Miss Monroe is in her rightful place, not as an asteroid, nor a comet, but as a star.

Mind you, there is an asteroid called Levin, and two others, called Bernadina and Berna. Professor Alloy also rules out Wagner, because there is one on the books, although it is a common enough name to embrace many a perfectly respectable Wag-

ner. Generally, music is well represented: Handel, Beethoven, Smetana and Haydn are there, and — well, you didn't think he was not in the catalogue at all, did you? — there is also a Mozartia.

For reasons of classification,

each asteroid has a number as well as a name. Professor Alloy draws my attention to Beethoven's appropriate number: 1815. Nor has the other kind of music been neglected: a British astronomer found four asteroids, which are now fixed eternally in the heavens as Lennon, McCartney, Harrison and Starr.

Marilyn has one last chance. The Magellan satellite has for some time been mapping Venus, and there is agreement that the various features of the planet are to be named after women, who have not fared well in the matter of celestial nomenclature over the years (though there is a Galilea).

The rules for Venus and the women who will give their names to it are also clear. The proposed candidate must have been dead for at least three years; she may not be entered as a political or military figure unless she lived before the beginning of the 19th century (hurrah for Boadicea); she may not be an icon for one particular nation (so loan of Arc and Glorianna are out); no candidate may be associated with any of the main religions (so there go all the female saints at one blow); and — very properly — the nominee "must be deserving of the honour".

Well, our candidate passes all those tests, especially the last. I cannot think of her as a cramer, but a volcano would be perfectly fitting. If Professor Alloy would be kind enough to give me the name of the most majestic Venusan volcano not yet ticketed, I shall propose her for the place in the heavens that she so richly deserves.

Sussex this weekend. Charmingly known as the "douce heures de Wiborburgh Green" (with apologies to Le Mans), the competition attracts some of the grass-cutting world's finest, as well as teams from MacLaren, Benetton and Tyrrell. The association (motto: "Per herbam ad astram"), began staging the 12-hour race in 1977, and has attracted a coterie of racing drivers ever since. Stirring Moss has entered five times.

Hotels around the Sussex village are already booked solid with lawnmower executives hoping to spot the most promising machine in the overnight event, which for

Georg Solti, who will conduct, in the presence of the Prince and the Princess of Wales.

The gala committee, headed by Vivien Durnford and Gail Ronson, also includes the former cabinet minister, Lord Young, and Lord King of British Airways. They are anxious to ensure the maximum return for the Royal Opera House Trust and the Musicians Benevolent Fund, which are to benefit from the performance. Glyndebourne raised £750,000 from the final performance before its long closure, and the Opera House intends to match the figure. At Glyndebourne there were two seat prices, £750 and £1,000, and none were left empty. Covent Garden is charging a more modest £350 for a rear orchestra stall.

No one doubts that the opera house will raise the money. It certainly needs to. The £350 ticket price divides into basic price of £180 and a suggested donation of £70. But Covent Garden insists that people applying for tickets without making a donation will still have an even chance of a seat. Really? ...

The golf-course at Eton College, hardly on a par with Wentworth or Augusta, is nevertheless to be permitted the honour of handicap status for the first time. The course, which presents few difficulties to aficionados, is to be extended into nearby fields, making the present nine holes considerably longer than at present. "It will mean the boys can get their handicaps here, rather than having to go outside," says Brian Hoare, the school buildings bursar. Locals are said to view the extension with mixed feelings. Until now, virtually anyone has been able to play on the course, but from September, proof of membership will be required at the first tee.

Professor Pollock said yesterday that America must be forced to reconsider the matter.

Pollock, now 78, visited Cuba

twice in the 1960s, and even spoke to Che Guevara before he left for Bolivia. "The Americans hope that this will be the final coup de grace for Castro," he says, "but they must be made to realise that the Cuban people suffer as a result."

In a letter to John Major and the American embassy, Patrick Collinson, regius professor of modern history at Cambridge, Professor Stephen Hawking, Dr Joseph Needham, the authority on China, and Martin Pollock, emeritus professor of biology in Edinburgh, attack the blockade, which they say has resulted in a virtual state of siege for Cuba, causing shortages of every kind, from petrol to medicaments, and machine parts to laboratory instruments.

Hawking, whose bestselling *A Brief History of Time* has won universal acclaim, is rarely known to lend his signature to any public letter, but the plight of the small socialist state is understood to have moved him greatly. Needham, who is 92 this year and holds the Chinese honour of the Order of the Brilliant Star, 3rd class with sash, points out that although China has helped to mitigate the petrol shortage by sending thousands of trucks, the transport situation in Cuba is now lamentable.

Everybody now and the whole group choruses "Ooh-wee, chirpy chirpy cheep cheep, chirpy chirpy cheep cheep chirp." But then tragedy strikes: "Woke up this morning and my mother was gone. Ooh-wee, chirpy chirpy cheep cheep chirpy chirpy cheep cheep chirp." After a few more verses, the jaunty if somewhat nasal female lead singer shouts out: "Everybody now" and the whole group choruses "Ooh-wee, chirpy chirpy cheep cheep, chirpy chirpy cheep cheep chirp." Twenty-one years later, I am still pining for the return of such nonsense, a return which the casual miss-spelling of "Awopbopaloplawobamboom" in a once-distinguished journal has done nothing to hasten.

More prix than kicks

CHRIS BOARDMAN may have wowed the crowds in Barcelona this week, but for members of the British Lawnmower Racing Association, the cyclist's exploits are as nothing to their annual race in Cuba.

Ithe first time does not coincide with the Hockenheim grand prix.

"I have heard that the debriefing on Hockenheim in the McLaren camp normally lasts a good five minutes less than that on Wiborburgh," says organiser Jim Gavin.

High notes

RECESSION or no, Dame Kiri Te Kanawa and Plácido Domingo will sing in a capacity audience when they perform *Otello* at the Royal Opera House in October, even though seat prices have gone through the skylight. The gala is in honour of the 80th birthday of Sir

Georg Solti, who will conduct, in the presence of the Prince and the Princess of Wales.

The gala committee, headed by Vivien Durnford and Gail Ronson, also includes the former cabinet minister, Lord Young, and Lord King of British Airways. They are anxious to ensure the maximum return for the Royal Opera House Trust and the Musicians Benevolent Fund, which are to benefit from the performance. Glyndebourne raised £750,000 from the final performance before its long closure, and the Opera House intends to match the figure. At Glyndebourne there were two seat prices, £750 and £1,000, and none were left empty. Covent Garden is charging a more modest £350 for a rear orchestra stall.

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QUIBBLING OVER MISERY

European governments worry and quibble about the "precedent" that would be set if they unquestioningly welcome refugees from the flames of what was Yugoslavia. Thus did Nero fiddle while Rome burned. In the greatest human upheaval on the Continent since the second world war, the EC is no more united on refugee policy than it has been on halting the fighting. Germany is calling for a refugee quota system to spread the "burden" more equally through Western Europe; Britain and France, who have taken in 1,000 each compared with Germany's 200,000, insist that the priority is to get help to them at or near home. No such quibbling must any longer get in the way of a massive humanitarian relief effort.

Since the Nazi concentration camps and Stalin's deportations of entire nations, Europe has seen nothing remotely matching in horror what is happening in the Balkans. The survivors are not merely fleeing but being forced at gunpoint onto sealed wagons destined either for concentration camps under their enemies' control or for exile. Their towns and villages have either been razed or handed over to "ethnically cleansed" aliens. Some families arrive at foreign frontiers clutching "immigration papers" they have been forced to sign, renouncing all future claim to their property.

With varying degrees of reluctance, other European countries have taken in some 430,000. But nearly 1.9 million are uprooted within the former federation: 850,000 more, mostly Bosnian Muslims, are running out of food and even water under Serb sieges; and the UN believes that the expulsion of a further 400,000 from northwest Bosnia is imminent.

But the solution is not a quota system, which could take months to negotiate and would be highly unlikely to elicit offers to match the need. Nor can the West wriggle out of its responsibilities by seeking to distinguish between "economic migrants" and genuine refugees. These are people persecuted solely on grounds of race: the very people the 1951 UN refugee convention was

designed to protect. Those with nowhere else to go must be given "temporary protection" until they can return — and preferably in neighbouring countries, from which it is easiest for them to maintain links with family and friends.

In return for their role as shelterers, other countries must be prepared to finance what should be a joint effort, and to send people and goods to help in refugee care. Where possible, security and shelter must be provided closer still to home. That is the idea behind the plan, supported by France, to create "safe havens" on the Iraqi model, within the former Yugoslav republics.

Every refugee welcomed abroad serves Serbia's purpose of driving non-Serbs out of the lands it is trying to annex into a Greater Serbia. That gives added attraction to the "safe havens" concept. But the drawbacks must be faced. Camps in Bosnia might, by existing, encourage frightened people to flee their villages, thus again promoting "ethnic cleansing". To meet their humanitarian purpose, the havens would therefore have to extend over wide areas — and be protected against forces which have shown scant respect for Red Cross markings or UN flags.

The priority must be to reach people where they live, just as it is in famine. Both the UN and the UNHCR have prevented some expulsions. Their patrols could be an effective alternative to creating safe haven ghettos and should be expanded. The EC and the UN must continue to insist that combatants open humanitarian relief corridors to beleaguered populations and release people from detention camps. This mix of policies could curb the forced migrations. The more effectively they do so, the better would policy be co-ordinated.

Nothing will finally end these migrations but a political settlement. Having failed to stop the fighting, the world must not fail the refugees. But humanitarian assistance must not become an inadvertent aid to, nor a substitute for, employing every means to render the cost of war intolerable to Serbia's cynical warlords.

A PLUS TO IMBERT

To old swards of the Met, the Imbert formula for policing London sounded like novelty bordering on betrayal. Under Sir Robert Mark and Sir Kenneth Newman, the boys in the police canteen had got used to thoughtful Metropolitan Commissioners who indulged in philosophical reflection. But Sir Peter Imbert was the first commissioner in modern times who set himself to change radically the way the police think about themselves and society.

His key word was service. Sir Peter even changed the name from Metropolitan Police Force to Metropolitan Police Service. His final annual report was published yesterday. As he nears the end of his five-year stretch as commissioner, this is his testament to this ideal of policemen responding to the community's needs and wishes, not to some other form of policing devised elsewhere. This is what he called yesterday the primacy of "the concept of service delivery over that of rigid enforcement".

Such words are statements of what ought to be the case, not of what is. The Metropolitan police has yet to reverse the decline in public confidence of the last two decades. Delivering a service, for instance, implies treating members of the public with a modicum of respect. Courtesy to the public is particularly emphasised in the "Plus" programme, the Metropolitan police's internal agency for reform which is Sir Peter's chosen instrument for bringing about the cause-and-cultural revolution he wants. And in a recent address to chief police officers, the home secretary, Kenneth Clarke, said that standards of police behaviour in dealing with the public were not yet nearly high enough.

Yesterday produced a case in point. It was announced that two London officers who had racially insulted an Asian man in their custody had been fined a day's pay after an

MAN ON A GOLDEN BIKE

When the founder of the modern Olympic Games, Baron de Coubertin, called upon the youth of the world to gather together for competition every four years, did he really have in mind a battle among middle-aged designers of racing bicycles? The elation that greeted the winning of Britain's first gold medal of the 1992 Games in the 4,000-metre individual pursuit race yesterday was diminished by the question: was this a victory for the man or the machine?

Chris Boardman is clearly an outstanding champion athlete; but it is his extraordinary bicycle that has excited most of the interest, being hailed as the biggest breakthrough in cycle-racing technology for decades. For the past ten years or so manufacturers have been fighting to find the secrets that would make their man on a bike aerodynamically invincible: skin-tight clothing, streamlined helmets and shoes that have been honed in a windtunnel, disc wheels, drag-free triathlon handlebars — all have become standard equipment, and can be seen around our cities used by fearsome-looking couriers.

Now Lotus engineering has come up with a single-piece carbon-fibre frame, made of aerospace material, refined in a windtunnel, and even ridden without pain to save every microgram of weight. So revolutionary was the bike that when it was first wheeled out at the world championships in 1985 it was outlawed by the sport's governing body. But in Barcelona it has been ruled legal. It must surely have left many of the other competitors wishing they had one too, and the officials wondering whether the dream bike had given Britain an unfair advantage.

It is a problem well known in sport. Field event competitors are not permitted to use

internal police enquiry. Sir Peter said bluntly the penalty was too lenient, in effect publicly rebuking the unnamed senior officers who had authorised the fines. Given the police insistence that disciplinary offences have to be proved "beyond reasonable doubt", even these minor penalties came about only because the Asian man happened to have a hidden tape recorder switched on. Usually, the word of a lone member of the public against that of two police officers would not be enough to prove a case.

Racially abusive language was treated "by the book" in this case as a disciplinary offence of rudeness under provocation. But the significance of such incidents is much wider. Racist language, and the attitude it betrays, destroys the confidence of racial minorities in the fairness of the police. To be policed in a way that gives them confidence is what racial minorities want and need above all. A fine of one day's pay for these two policemen was an ironic triumph of "rigid enforcement" over "service delivery".

Sir Peter's impatience with the way the case was handled, which he aired yesterday, was a brief glimpse of a continuing internal struggle in the Metropolitan police between the spirit of the Plus programme and that of the old guard. The Plus programme has now been absorbed into thinking at the Home Office, in many provincial forces and even abroad, and most of all among Sir Peter's present leadership team at New Scotland Yard. But there is many a superintendent or sergeant who is just waiting for all this stress on "service" to blow over. The home secretary has soon to name Sir Peter's successor. By his selection and by the policing style he publicly supports, Mr Clarke should make it clear to all ranks that there is no turning back, no prospect in sight of a "minus" to follow the "plus".

Phone-box adverts

From Councillor Robert Davis

Sir, Ms Nina Lopez-Jones (letter, July 23) misunderstands the London local authorities' case for a change in the law which sought in a bill to make it illegal for anyone to advertise in a telephone box without appropriate consent.

Ours is not a crusade against prostitution or prostitutes. It is part of a wider concern about our environment and the need to eradicate an eyesore and stop litter disfiguring the street, as the advertising cards tend to fall onto the ground.

No moral judgment was being suggested. The services of prostitutes, plumbers, mini cabs and anyone else can be advertised in a variety of other ways which can be directed at those interested, while not offending the majority of the population who are not.

I hope that prostitutes and other traders also consider the wider community and, as a result of the failure of the bill, introduce an element of self-regulation.

Yours sincerely,
ROBERT DAVIS
(Chairman of the Environment),
Westminster City Council,
Westminster City Hall,
Victoria Street, SW1.
July 23.

Ministerial posts

From Mr Peter King

Sir, What logic is there in the position put forward by Lord Crathorne (letter, July 27) that because the minister is good at his job at heritage and the arts he should be protected from resignation or dismissal? Does it follow that if he had been incompetent he could have been sacrificed?

Yours faithfully,
PETER KING,
Nicholas Corner, Burdorp,
Sibford Gower,
Banbury, Oxfordshire.
July 27.

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number 071-782 5046.

LETTERS TO THE EDITOR

1 Peamington Street, London E1 9XN Telephone 071-782 5000

Opening doors in housing market

From Mr Alan Thurlow

Sir, Although I agree with your correspondent (July 16) that the recession will not end until the housing market recovers, their proposals ignore economic and market forces.

Locking another generation of first-time buyers into a lifetime of debt assisted by a subsidy to the housing market does not appear to be the best way to help the market recover.

The Treasury could achieve its own objective, a reduction in government spending and that of the housing minister, in five simple steps:

1. Reduce mortgage tax relief by 10 per cent per annum from April 1993. Announced now it will give an immediate boost to sales. A major market distortion will be avoided, and eventually a saving of £6 billion per annum will be achieved.
2. Impose capital gains tax on the sale of the principal private residence, or, preferably, extend capital gains tax relief to all residential property.

3. Introduce capital allowances to residential investment so that investors do not differentiate between residential or commercial property.

4. End both the subsidised sale of council house stock and soft loans to housing associations.

5. Forbid the payment of commissions exceeding £100 on the sale of life pension insurance policies linked to home loans since they are effectively a levy on the purchaser.

The results are obvious: activity will improve as investors purchase part of the vacant stock and offer homes to let; prices will stabilise if not improve; and some of the 100,000 homes that are needed for the homeless will be brought back into use.

Yours faithfully,
ALAN THURLOW
(Managing Director),
Leads (rental agents),
28 New Road,
Brighton, East Sussex.
July 20.

From Mr Martin Bond

Sir, Planning restrictions on houses have produced an artificial market and a scarcity element which has forced up the price. If the amount of land with development permission is restricted, that land carries a high nominal value as there is no compensation from alternative or cheaper sites.

More land for development would cheapen houses, end the housing crisis, and put the builders back to work. It sounds simple — but it isn't.

A fall in the value of houses generally would have political, financial (for many) and social consequences.

Adjustment therefore must be slow. But at least we must recognise the distortions of the present market and not restrain production, giving fancy values to land zoned for development. The market should be allowed to meet the need. Planners cannot in the long run suppress demand.

Yours faithfully,
MARTIN BOND,
Holme Priory,
Wareham, Dorset.

Hospital food

From Mr Louis Borrett

Sir, As a retired barrister and crown court recorder who spent almost 13 months in the National Spinal Injuries Centre at Stoke Mandeville Hospital in 1989-90 with a broken back and a further nine weeks earlier this year, I find the complaint about the food there very surprising (report, July 20).

I never had occasion to send out for food. Of course some young patients did send out for fish and chips, pizzas, curries and beefburgers, etc., but then many of them are not habituals of wholesome food and prefer what is often described as junk food.

Sir James Savile ("Jimmy" to all patients and staff) spends much time in the spinal injuries centre and has been instrumental in providing greater variety at the request of these younger patients.

There is a really fine salad bar, and jacket potatoes too. Bacon, sausages,

Pitfalls in self-development courses

From Mrs Vivienne Walker

Sir, Ray Clancy's article (July 22) about the problems experienced by some individuals attending courses aimed at self-development and improvement leads me to issue a warning about some consultancies in this area whose activities fall well short of what would be expected.

The technique used is to offer boundless improvement at what appears to be an extremely competitive price, accompanied by high-pressure selling.

If an employer follows a few basic rules many of the pitfalls can be avoided. Assess the course aims and potential benefit, the content and its claims; assess the providers and ask for names of organisations who have used the course and are happy to evaluate it for a potential customer.

If psychometric testing is to be used check that the tests are reputable, that those administering and evaluating answers are qualified and what action is to be taken if a participant is in difficulties.

Provide full information to participants and make sure they fully understand the implications of attendance. Let attendees know they can pull out; monitor benefits of attendance against time/costs.

Individuals wishing to attend courses of this type in their own time can be particularly vulnerable. They can take a number of steps to avoid being drawn into an area reminiscent of the activities of some of the extreme fringe religious sects. They should think about why the course is attractive; if working, ask the employer if a check could be made; ask about the qualifications and experience of those running the course; ask about arrangements for people who

get upset and if you do go and don't like it, walk out.

There are other sources of help. For example, the Institute of Personnel Management has joined with the British Psychological Society in looking at levels of competence for those using psychometric tests. Initial courses are now available. The IPM also has a statement on occupational testing and is shortly to launch a statement on counselling in the workplace.

Yours etc.
VIVIENNE WALKER,
Vice-President (Organisation and Human Resource Planning),
Institute of Personnel Management,
35 Camp Road, SW19.

July 23.

From Mr Hugh Marlow

Sir, You have undertaken an invaluable service in your leader of July 23 in highlighting the dangers of so-called executive development approaches which are in effect crude attempts at indoctrination.

There are a number of clear tests which separate good practice from malpractice respect for the integrity of the individual client's standpoint; building on the experience of the client in his relationship with others and encouraging him to accept, reject or modify the contribution of the trainer/counsellor as he sees fit from the basis of his own experience.

The end result is that the individual is able to reach out to greater independence, relatedness, certainty and confidence in the kind of person he is. That is his own uniqueness and yet relatedness to others.

Yours sincerely,
HUGH MARLOW,
Hugh Marlow & Associates,
55 Browns Lane, Hempstead Fields,
Uckfield, East Sussex.

July 24.

Hospital food

From Mr Louis Borrett

Sir, As a retired barrister and crown court recorder who spent almost 13 months in the National Spinal Injuries Centre at Stoke Mandeville Hospital in 1989-90 with a broken back and a further nine weeks earlier this year, I find the complaint about the food there very surprising (report, July 20).

I never had occasion to send out for food. Of course some young patients did send out for fish and chips, pizzas, curries and beefburgers, etc., but then many of them are not habituals of wholesome food and prefer what is often described as junk food.

The food generally at Stoke Mandeville does not quite match that of Michel Roux at the Waterside Inn, Maidenhead (not far from Stoke Mandeville), but no one died of starvation whilst I was a patient there.

Yours faithfully,
LOUIS BORRETT,
54 Farm Close,
East Grinstead, West Sussex.

July 20.

Cost of pelvic pain

From Professor R. W. Beard and Dr Shirley Pearce

Sir, There is indeed a high cost to the NHS of ineffectual treatment of undiagnosed chronic abdominal pain ("Defeated doctors learn how to stomach failure", July 18). Chronic pelvic pain is one of the commonest complaints in young women of reproductive age. In collaboration with health economists we have estimated that at least 340,000 women in Britain are suffering and the investigation and treatment costs the country £163 million a year, or 0.6 per cent of the total NHS expenditure.

Studies done in our clinic at the Samaritan Hospital, part of St Mary's Hospital, London, have shown that treatment based on a recognisable cause for the pain is often curative. One of the important findings has been that women with a long history of pain are behaviourally disturbed, with high anxiety and depression, but within several months of the disappearance of the pain following treatment they revert to normality. In other words this pain, rather than the possession of

some unchangeable neurotic personality (which many doctors believe) induces the abnormal behaviour.

Restoring quality of life should become an important end point of all medical interventions. Psychological disturbance may be of greater importance than the relatively minor organic condition which had caused it. For example, we found that while hormonal treatment of pelvic pain due to congestion is effective in the short term, it is successful in the long term only if backed up by pain counselling.

The NHS does not usually provide for psychological support of patients in a setting of traditional medicine like a gynaecological outpatient clinic. We believe that this should change with an acceptance that many conditions like chronic lower abdominal pain can be resolved by a combination of medical expertise and emotional support.

Yours sincerely,
R. W. BEARD,
SHIRLEY PEARCE
(University College London),
The Pelvic Pain Clinic,
The Samaritan Hospital,
Marylebone Road, NW1.

July 20.



COURT CIRCULAR

BUCKINGHAM PALACE July 28: His Royal Highness Prince Michael of Kent was received by the Queen when Her Majesty conferred upon him the honour of Knighthood and invested him with the insignia of a Knight Commander of the Royal Victorian Order.

July 29: His Excellency Monsieur Mohamed Lassouf was received in audience by The Queen and presented her the Letters of Recall of his predecessor and his own Letters of Confidence as Ambassador Extraordinary and Plenipotentiary from Tunisia to the Court of St James's.

His Excellency was accompanied by the following members of the Embassy: Monsieur Hazem Bergaoui (Counsellor), Mr. Mohamed Bakir (Secretary, Social and Cultural Affairs), Miss Bourheiba Labidi (Secretary, Political and Press), Monsieur Mohamed Lamine Louamni (Financial Adviser) and Mr. Khalid Tabebi (Attaché).

Madame Lassouf was also received by Her Majesty.

Sir David Gillmore (Permanent Under Secretary of State for Foreign and Commonwealth Affairs) was present and the House in Waiting were in attendance.

The Queen, Colonel-in-Chief, received Major General Sir Michael Palmer (Honorary Colonel) and Lieutenant Colonel Simon Stewart (Commanding Officer) upon the relinquishment of their appointments on the amalgamation of The Duke of Lancaster's Own Yeomanry.

Mr Michael Dibdin (British Ambassador at Asuncion) had an audience of The Queen.

The Honourable Mr Justice Latham had the honour of being received by The Queen upon his appointment as a Judge of the High Court of Justice, when Her Majesty conferred upon him the honour of Knighthood and invested him with the insignia of a Knight Bachelor.

Lady Commander Malcolm Sillars, Royal Navy, had the honour of being received by The Queen when Her Majesty invested him with the insignia of a Member of the Royal Victorian Order.

The Queen, Patron, this after-

KENSINGTON PALACE July 29: Princess Alice, Duchess of Gloucester was represented by The Lady Barnard at the Funeral of The Dowager Lady Hotham at St. Mary's Church, Dalton Holme, Market Weighton, Humberside, today.

BIRTHS

BIRTHS: Giorgio Vasari, artist and writer, Arezzo, Italy, 1511; Samuel Rogers poet, Stoke Newington, Middlesex, 1763; Emily Brontë poet and novelist, Thornton, Yorks, 1818; Richard Burdon Haldane, Viscount Haldane, founder of the Territorial Army, Edinburgh, 1856; Henry Ford, Michigan, 1863; Henry Moore, sculptor, Castleford, Yorks, 1898.

DEATHS: William Penn, founder of Pennsylvania, Ruscombe, Berks, 1718; Thomas Gray, poet, London, 1771; Denis Diderot, encyclopaedist, Paris, 1754; Walter Pater, critic, Oxford, 1894.

At Wembley, England won the World Cup, beating W Germany 4-2, 1966.

Today's royal engagements

The Princess of Wales, as Patron of Relate, will attend the film premiere of *Far and Away* at the Empire, Leicester Square, at 7.45 in aid of Relate and MENCAP.

Prince Edward will attend the Watmill Theatre's 25th Royal Gala Evening for a production of *The Card* at the theatre in Newbury at 6.20.

Princess Margaret will open the Anglian Water's refurbished sewage treatment works at Whittington, Norfolk, 12.30.

Telephone 071 481 4000

To the Lord is to hate evil, pride, arrogance, evil ways, successive talk, all those I hate.

Professionals 8:13 REB

BIRTHS

RICE - On July 27th 1992, to Steven and Dermot Rice, a daughter, Isabelle Catherine.

RIDGWAY - See Heppell.

ROBERTSON - On July 25th 1992, to Emma Anne Williams and Radcliffe, a son, Jack Paul, a brother for Harry.

SHORE - On July 24th, Cathy Anne Ward, a daughter, to Steven and John Ward, a son, Jack Paul, a brother for Harry.

THOMSON - On July 24th, to John and Bernice, a daughter, Sophie Frederica, a sister for Harry and William.

TREACHER - On July 24th 1992, to Alexander and Elizabeth, a son, Kim and Robert, a daughter, Alice Elizabeth, a sister for Thomas.

HARRIS - On July 14th, to Sarah Jane Dodson and Brian, a son, James Philip, a brother for Jessica.

HEPPELL - On July 25th, to Amanda Anne Ridgway and Tony, a son, George, a half-brother for Louise and James.

HEPPELL - On July 25th, at the Humanist Hospital, Wellington, to Ann, a son, James, a daughter, Sophie, a son, Daniel, a daughter, Alice, a son, Robert, a daughter, Alice, a son, Katherine Louise (Katy), a sister for Charlotte.

HALES - On July 27th, at the Priory, Chelmsford, Essex, to Judith and Kim and Robert, a daughter, Alice Elizabeth, a sister for Thomas.

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JACKSON-STOPS - On July 26th 1992, to Susie Sue Stroyan and Quentin, a son, Harry.

KRIETOWICZ - On July 27th, to Michael and Barbara, a son, Robert, a brother for Sophie and Emily.

LLOYD - On July 24th 1992, to St George's Hospital, London, to Penny, new Aliens and Alastair, a daughter, Callian Isabel Howard.

MARSHALL - On July 22nd, in Kral Ortska, Croatia, to Karen, new Wessell and Frank, a son, Austin.

PURTON - On July 28th to Deborah, new Harrison and Vincent, a son, James Alexander Christian, a



Sqn Ldr Stevenson with Kate Saunders, whose life he saved after they were forced to eject from his jet

RAF flyer honoured for crash bravery

AN RAF fighter pilot was yesterday rewarded for his bravery in saving a woman student pilot from the burning wreckage of his Harrier jet.

Squadron Leader Ashley Stevenson, 33, pulled Kate Saunders, 21, a Cambridge University undergraduate from the wreckage of a Harrier jet in September last year after they had both ejected from the aircraft. She was on fire and had broken her leg. He was bleeding from a terrible injury to his face.

The pilot, the full details of the pilot's courage were disclosed after he was presented with the Queen's Commendation and the Royal Humanitarian Society award. Sqn Ldr Stevenson was taking Miss Saunders for an air experience trip and they were flying just 250 feet above the Humberside countryside at 450mph when a bird flew into the cockpit of the aircraft.

"She was on fire and her back was burning and she was trying to get her life jacket from her body because it was alight. It was really the blast from the aircraft when it crashed that saved her. When she ejected she was so low it needed the sideways force from the explosion to cushion her fall."

"She was on fire around her neck, hands and legs and I got them out with my hands — luckily I still had my

knew we had to get out quickly, so I ejected and fortunately she followed."

The bird had knocked out his teeth, and he had crushed a bone in his ankle. After he landed he began to look for Miss Saunders. "I thought we had hit another aircraft at first and was also looking for that in case there was another fireball. Then I heard Kate's screams and ran across to where the fire was — it was spreading over the whole stubble field and there were explosions. I told her to keep shouting so I could find her. I hopped around to find her sitting upright.

"She was on fire and her back was burning and she was trying to get her life jacket from her body because it was alight. It was really the blast from the aircraft when it crashed that saved her. When she ejected she was so low it needed the sideways force from the explosion to cushion her fall."

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leather flying gloves on. I also ripped the burning lifejacket off her back."

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"She was on fire around her neck,

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my hands — luckily I still had my

leather flying gloves on. I also ripped

the burning lifejacket off her back."

They were then in danger of being

overcome by smoke, so he pulled

Miss Saunders to safety across the

burning stubble.

Sqn Ldr Stevenson's injured face has

been rebuilt with only a small horse-

shaped scar visible, although he

still has trouble with his jaw and teeth.

Miss Saunders suffered 30 per cent

burns and missed an entire year at

Cambridge, but is now fit enough to

begin her studies for a Classics degree at Queen's College again in October.

Yesterday Miss Saunders, who wants

to pursue a flying career in the RAF,

said: "There's nothing I can say that

can describe what I feel about Ashley

and what he did for me. I think he's

great. He completely disregarded his

own injuries and was incredibly brave. I

remember what happened and him

telling me we were going to die if he

didn't move us. I simply would not be

alive if it wasn't for him."

Heritage seeks architect

ENGLISH Heritage and the National Trust are seeking an architect for a proposed new visitor centre at Stonehenge, even though Salisbury District Council has rejected the plan for the centre.

The architect will be chosen by competition, and entry details are being published in the *Architects Journal* and *Building* magazine. A shortlist will be completed by early September and the winner selected at the end of October.

English Heritage said yesterday that it wanted to ensure that the chosen design would be available to a public enquiry that is expected to begin early next year. The plan envisages closure of the A344, which passes close to the stones.

The architect will be chosen by competition, and entry details are being published in the *Architects Journal* and *Building* magazine. A shortlist will be completed by early September and the winner selected at the end of October.

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Clergy Appointments

The Rev Robert Barnshaw, Chaplain to Humberside Police Young Offenders Unit, Bingley: to be Rector, Spaxton, Charnwood.

The Rev Christopher Collins, Vicar, St John, Tunbridge Wells: to be Rector, Christ Church, Luton (Rochester).

The Rev Thomas Comley, Vicar, St Cuthbert, Northumbria (London): to be Vicar, Tadlington, Chelmsford and Flagg, and Monyash (Derby).

The Rev Christopher Cousins, Rector, Rollesby, Burgh and Blycote, Ashby, Oby and Thurne, Clippesby: to be also Priest-in-charge, Ormesby St Margaret with Scraby and Ormesby St Michael (Norwich).

The Rev Michael Cross, Vicar, Morland, Thrimby and Great Strickland and Rural Dean of Appleby: to be also Honorary Canon of Carlisle Cathedral (Carlisle).

The Rev Dennis Donald, Warden, Blithwaite Christian Centre, Wigan: to be Parish Deacon, St John, and St Luke, Enfield (London).

The Rev Derek Mathers, Team Vicar, Almondbury Team Ministry: to be Vicar, Marsden St Albans (Wales).

The Rev John Walker, Team Vicar, The Street Team Ministry: to be Rector, Dunnington, and to continue as a part-time Archdeacon Training Officer (York).

The Rev Peter Howard, Vicar, Stanley (Wakefield): to be Priest-in-charge, St Francis, Headworth (Norwich).

The Rev Elaine Jones, Parish Deacon, Holy Trinity, Totternhoe: to be Parish Deacon, St John, and St Luke, Enfield (London).

THE TIMES THURSDAY JULY 30 1992

OBITUARIES

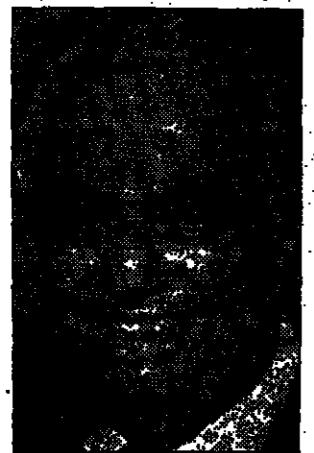
DAVIDE SALA

DAVIDE SALA, philanthropist and leader of Iraqi Jewry, died in London on July 17 aged 78. He was born in Baghdad on July 11, 1914.

DAVIDE SALA was one of the key figures in the mass exodus of Iraqi Jews to Israel in 1951. He also tried to effect an exchange of populations between Iraqi Jews and Palestinian Arabs. But although he met a special envoy of the American president, Harry Truman, and representatives of the British government, the deal fell through for lack of all-round support.

As a result of his work assisting Iraqi Jews in Israel SALA was fully aware of the problems faced by "Babylonian" Jewry in Israel whereby educated people who had been men of substance and significance in Iraq sometimes became marginalised in a society dominated by westerners. When he settled in Britain in 1948 he found a similar situation here with Iraqi Jews who had prospered in business remaining on the fringes of the Anglo-Jewish community.

He contacted Anglo-Jewish leaders to see where he could



most help the community. After tackling the then Israeli ambassador to London for not inviting Eastern Jews to embassy functions, he made it his business to integrate the Eastern Sephardi and Western Ashkenazi communities at charity functions. He organised a Sephardi committee to raise money for Israel. This was a new departure for many Iraqi Jews, who still resented the treatment handed out to their compatriots in Israel. With his pride in his community's history, he funded research and writing on the Babylonian heritage.

DAVIDE SALA was born into the Yehuda family of Baghdad but the name, meaning Jew, marked him out for discrimination in the hostile climate of independent Iraq, so he changed it to Salman, his father's first name. He was educated at a Jewish primary school, one of Iraqi Jewry's thirty or so educational establishments. He went on to a state secondary school and studied business management at the American University of Beirut on a rare government scholarship. He returned as a teacher, administrator of the network of Jewish communal educational and welfare bodies, and novice businessman. He also entered the Zionist movement, thus incurring sus-

picion and surveillance by the Iraqi authorities. He was exiled from Baghdad twice, the first time in 1937, soon after his return from Beirut when he was sent to the southern town of Al Hillah.

In 1940 he was expelled again, this time to the desert town of Ramadi. On one of these occasions, he spent several weeks cooped up with three Palestinian Arabs. But as soon as he was back in Baghdad, he resumed his illegal underground activities arranging Hebrew language tuition, self-defence and emigration to Israel both legal and illegal.

With his Middle Eastern background, SALA was always aware of the need for Israelis to talk to the Palestinians and said so publicly while Jewish settlements were springing up in Gaza and the West Bank under Yitzak Shamir's premiership.

In 1947, there were an estimated 125,000 Jews in Iraq. In 1948, when the state of Israel was declared, emigration was stopped and Jews were put on trial for the crime of Zionism. About 13,000 fled until, in 1950, the Iraqi government decided to let the rest go after stripping them of their goods. Operation Ezra and Nehemiah, which lasted from May 1950 to August 1951, took 110,000 people from Iraq to Israel. Daoud Salman was one of the small organising committee.

In June 1951, an arms cache was uncovered at the Masouda Shem-Tov synagogue in central Baghdad. It was the remains of a previous illegal emigration operation and neither Salman nor his committee colleagues knew anything about the concealment. Salman was furious that the community had been put at risk. Two men involved in the arms cache were executed and Salman had to flee for his life.

He escaped to neighbouring Iran where he set up an oil services business with overseas offices. It did so well that it attracted the attention of the Shah who sent an agent to express the Shah's desire to go into partnership with him. Taking this as a danger signal, he sold his interests to the Shah and re-established himself and his business in Milan. In Italy he changed his name to SALA.

In 1978, with Italian kidnap making life dangerous for the wealthy, he moved to London with his wife and three daughters. It is perhaps ironic that a man who risked his life sending Iraqi Jews to Israel never actually lived there but he never lost sight of their problems and supported their aspirations.

In Israel he and his wife, Irene, endowed universities, museums, hospitals and municipal centres, as well as giving scholarships every year to 20 students.

But although the recipients of his generosity knew of his existence — and he was a rounded, jovial man — he resolutely refused to give interviews until three years ago when he was finally persuaded that going public would encourage others of his community to follow in his footsteps.

He is survived by his three daughters.

ANTHONY 'FAT TONY' SALERNO



Anthony "Fat Tony" Salerno, boss of New York's powerful Genovese crime family, died of complications following a stroke at the Medical Centre for Federal Prisoners in Springfield, Missouri, on July 27 aged 80. He was born in East Harlem in 1911.

LUCK ran out for Fat Tony Salerno in 1986 when he was finally identified by federal prosecutors as a senior member of "the commission" — the ruling council of the five member families of La Cosa Nostra, otherwise known as the Mafia. Arrested after FBI surveillance of a commission meeting, Salerno was the central figure in a dramatic trial that lasted for ten weeks.

It was the first time that the federal government had suc-

ceeded in bringing racketeering charges against the mob, and Salerno was sentenced to 100 years imprisonment at the age of 75. To make assurance doubly sure that he would never get out of jail, he was subsequently charged with a separate racketeering offence and sentenced to a further 70 years behind bars.

Fat Tony was a gangster of the old school. Not for him the flashy elegance of John Gotti, who paraded the streets in \$1,000 suits. Despite his immense wealth — at the time of his trial he was rated by *Fortune* magazine as the most powerful and wealthiest gangster in America — Salerno frequently held council dressed in a fedora, T-shirt, and crumpled trousers.

He grew up on the streets of East Harlem, running numbers for the mob, and never

JOHN PRIZEMAN



John Prizeman, architect and designer, died on July 10 aged 61. He was born on November 15, 1930.

JOHN PRIZEMAN combined architectural work with actively promoting the importance of good design. He was a dedicated, yet modest, ambassador, influencing a wide range of people, as well as writing newspaper articles and popular books.

He was trained at the Architectural Association after the second world war, when the challenges to architects were obvious. His first job was with a firm of innovative structural engineers, Felix Samuely & Partners, rather than a conventional architectural practice. He soon realised, however, that he could operate most effectively as a one-man band, thus gaining the flexibility to cross professional barriers.

His practice briefly combined with teaching, soon encountered kitchen design, upon which, over the next ten years, he was to make a significant impact. Helped by sympathetic manufacturers, he broke away from the then standard rows of cabinets and equipment, developing curved and island layouts, varying counter heights and dismembering kitchen equipment. This led to display kitchens at the Ideal Home Exhibition and the Design Centre. His "cooking post" for the Electricity Board could be glimpsed in the James Bond film *The Man with the Golden Gun*.

He developed product designs with the Gas Board and Adamson, a company which produced the Prisink, the first undercounter sink bonded to a laminate work surface. He designed Westinghouse's showroom in Berners Street, and was invited to Italy to develop product designs for Boffi. Italy was then, as now, an inspiration to designers, and Prizeman was thrilled to be given the respect which he believed designers deserved. All this

work he summarised in his book *Kitchens for the Design Centre* in 1966.

Prizeman's ability to write clearly about design, and to illustrate his ideas with witty drawings, led to many newspaper articles, in particular a series commissioned by Shirley Conran for *The Observer* women's section. An illustration in the *Daily Express* led to a commission to design a new town in Trinidad for the Trinidad Sugar Estates. Political changes ended this after the first few houses had been built.

Prizeman believed that a designer

should be able to design anything, regardless of scale. Techniques had to be studied and new materials investigated, but the human possibilities of use and aspiration were always present. Being his client was exhilarating and demanding. Exhaustive enquiry would be followed by an imaginative can of ideas, always unconventional, often quixotic, to which clients had to respond and which they had to keep within bounds.

He designed a series of simple timber houses; art galleries for Eskenazi, Richard Green and Kasmin; a bookshop for Bertram Rota; a brasserie for Peter Langan; and a range of beautifully detailed domestic conversions, making imaginative use of limited space, which are the inevitable fate of a small practice. He designed a chair for Aram Designs, and a chaise-longue for the Design Centre, one of the many prototypes never taken up by what Prizeman thought was a timid and hidebound industry. His designs display a craftsman's respect for materials and a passion for detail. They have a clarity and sparseness, the product of a Quaker sensibility, unmoved by fashion.

He was a member of the selection committee of the Design Centre, and of the council of the Architectural Association, becoming its president in 1980. He did much to bring architectural members and interested non-architects into contact with the work of the school.

In his book *Your House: the Outside View* (1975), he shared his knowledge and love of traditional English buildings with a wide public. His ability to see where quality lay was communicated with infectious enthusiasm, accompanied by many of his photographs.

He married, in 1958, Willow Bentley. He had a son and two daughters, all of whom have followed their father's profession.

APPRECIATIONS

John Bratby

YOUR obituary of John Bratby (July 22) stresses the strength of his draughtsmanship; this unexpected side of his art I discovered when I saw a meticulous tiny still-life which Betty Middleton-Sandford had kept for herself from one of her Bratby exhibitions. Unable to buy it I went to see the artist; he was unimhibited in showing his early work.

Typically his answer to my request to buy some of these little early masterpieces was that I must acquire every work in the paper in the house. Thus I went away with more than 50 drawings. If it is true, as I believe, that out of ten Bratby paintings eight are indifferent, one is good and the tenth is a masterpiece then the ratio in his drawings is reversed. This I discovered in sorting through the horde; no sooner had I finished than he wrote to say he had made another 50. I was captured by his brilliant craftsmanship.

He was his own dealer, agent, publicist. If in the late fifties the man-in-the-street knew Bratby as England's most famous working artist, Bratby was not going to allow himself to be forgotten. His letter-writing to galleries suggesting an exhibition was notorious. In recent years these letters were often transcribed by his wife Patti; his hand-writing had become erratic.

Last year I commissioned him to make a series of line drawings, with colour, of Paris and Venice; I wanted 20 but got a hundred. In each the control of line is unhesitant; the shaking hand which disrupted his script has gone. It is as if, in these later drawings, his hand is directed by a different side of the brain to that which managed his writing pen. His was an innate draughtsmanship which will, when his art is reassessed, come as the revelation your obituarist suggests.

Julian Hartnett

John Barron

YOUR obituary (July 20) of John Barron brings back to me vivid memories of when I also was working for UNRRA in Yugoslavia in 1945-46 and knew and worked with him. I was impressed with his loving concern for and work with abandoned children. He was particularly concerned for those who had been blinded and to repair any damaged fingers so that at least they could learn to read Braille.

He occasionally invited me into the operating theatre and explained some of the intricacies of what he was doing. I particularly recall one occasion when a Partisan officer who had joined us became concerned I might faint. In the end it was he who fainted — not me! John made what he



was doing so interesting and informative to a lay person that my wonderment was stronger than my stomach!

Olive Payntor

SIR PATRICK MEANEY

PAT MEANEY (obituary, July 20) was both a valued colleague on the ICI board for 11 years and a close personal friend. His shrewd advice, good fellowship and warm, breezy personality have been a welcome part of the British business scene for many years and he will be much missed.

All of us who served with him on the board of ICI learned to weigh his opinions and the judgment honed from a long and varied experience.

He was often a key sounding board on difficult decisions and gave generously of his time when his guidance was sought.

He had an enormous circle of friends from all over the world who appreciated greatly his humour, courtesy and resilience when the going was tough. Above all I shall remember him as a man who enjoyed life to the full, but never more so than when he was in the company of his beloved wife, Mary, and his close-knit family.

Sir Denis Henderson

ROBERT LIDDELL

IN THE excellent obituary of Robert Liddell (July 27) I am surprised to find no reference to his long friendship with Barbara Pym. They met at Oxford in 1932 and their friendship and correspondence continued until her death in 1980. In 1989 Robert Liddell published *A Mind at Ease — Barbara Pym*

and *Her Novels*, and asked: "What is the secret of her spell?" It was, in fact, through reading a biography of Barbara Pym I came to know of Robert Liddell and to relish his novels. The long and rewarding friendship between these two civilised writers needs to be remembered.

Jeanne Adam

July 30 ON THIS DAY 1912

In a leading article (July 31) on the Festival, the writer, in noting that in Germany popular music was as much practised as it was enjoyed, expressed the hope that ... England may soon become a really musical nation again ... by the active practice of the art.

THE LEAGUE OF GERMAN SINGERS

BERLIN, JULY 29.

The eighth festival of the League of German Singers is taking place this week at Nuremberg. The celebrations are of an especially commemorative character. Fifty years ago there was held in the old part of Rosenau, to the north of the town, the first singing festival representative of the German stock and a year later, in 1862, the League of German Singers, the object of which was to be the cult of the German *Lied*, on the empire in which the sun never sets. The *Lied* went wherever the German army and under its inspiration Germans became one in spirit and were encouraged to "hold fast in the struggle for German culture." After a short ceremony in honour of the veteran minstrels surviving from the first festival in 1861, the choir sang a national song and the final scene from *Die Meistersinger*.

In the afternoon there was a picturesque procession of the choirs from the Laufer Tor ... to the festival ground on the Leopoldshain. Nineteen German choirs from foreign countries took part. The Americans were preceded by mounted Indians and cowboys, while the Turkish, Polish, Austrian, and Russian Germans wore in most cases distinctive costumes. The main design, however, of the procession was apparently to illustrate by elaborate costume groups the various periods of *Lied* composition. One group portrayed the Minnesingers, who flourished from the 13th century to the beginning of the 14th. The main figures were the Lady Minne and the famous minstrel poet Walter von der Vogelweide. Another represented the master singers of the 16th century, and he to some extent provided what his founders appear to have hoped it would provide — a link of sentiment between the widely-scattered fragments of the German stock.

About 40,000 singers are said to be taking part in the festival this week. The proceedings began Saturday evening with a reception in a glass palace in the Leopoldshain and the despatch of telegrams of homage to the Emperor William, the Emperor Francis Joseph, and the Prince Regent of Bavaria. Yesterday the festival itself began in a hall erected for the purpose. Duke Ernest Augustus of Saxe-Coburg and Gotha and Prince Alfonso of Bavaria ...

Latest wills

Mr Reginald Murrell, Barnstable, Devon	£1,181,668
Mr Clifford Henry Cartey, of Lenham, Kent	£507,059
Alexandra Claire Duddles, of London	£719,420
Mr Peter Ellis, of Oxford	£862,600
Col Sir Ronald Laurence Gardner-Thorp, of London	£423,724
Mrs Joan Cathleen Hale, of Esher, Surrey	£1,269,517
Mr Edwin Francis Trent, of Brighton, East Sussex	£639,100
Mr Walter Astley Hockland, of Avesley, Avon	£1,126,924
Mrs Doreen Mitchell Hendry, of London	£1,018,201
Mrs Doris Lilian Hilton, of Queniborough, Leicestershire	£710,927

Council to save Palace House from decay

By JOHN SHAW

PALACE HOUSE, Newmarket, part of the oldest racing stable complex in the world, is being bought by the local council to save the building from further decay.

The Forest Heath District Council has agreed to spend up to £50,000 acquiring the Grade II star listed property and officials estimate that a further £500,000 will have to be spent on repairs.

Stephen Catchpole said: "It's a wonderful opportunity. Our aim is to try and restore Palace House to something

Manhattan skyscrapers. His annual income from these activities — and from loan sharking, profit-skimming from Las Vegas casinos and a "Mafia tax" on building operations in New York — was estimated at tens of millions of dollars. He maintained a home in Miami Beach, a 100-acre estate in Rhinebeck, New York, and an apartment in the fashionable district of Gramercy Park. Yet he steadily maintained that all this came from the ownership of several small businesses.

Salerno did, it was true, own a few shops. One of them was in a Harlem street that was ravaged by rioters during the civil unrest of 1964. Amid all the carnage, his were the only windows that remained unsmeared. "Even in the middle of a riot, people knew better," said Professor How-

Johansson and Floyd Patterson. But he was never charged with any offence. Nor was any action taken over his alleged control of Harlem's biggest numbers racket, which was said to be raking in as much as \$50 million a year.

Salerno's first and only other criminal conviction came in 1978, when he was charged with federal tax evasion. Prosecutors claimed that he was getting at least \$10 million a year in illegal income, but reporting only \$40,000 to the tax authorities. His attorney, Roy M. Cohn, said that he was merely a "sports gambler", but Salerno pleaded guilty and was sentenced to six months imprisonment. Next time, in 1986, he was less fortunate.

When he died he still had 167 years of his sentence to serve but would have been eligible for parole in 1996.

interiors, and stone urns were stolen from outside. Various developers' schemes failed to materialise.

"We have had to step in almost as a last resort to try and save the house for the public good," Mr Catchpole said. "We shall be working closely with English Heritage and the private sector to turn it to public use. Of course it's going to cost money, but we are taking a long-term view because this is the most historic building in Newmarket."

Coach firm and BR staff seek railway franchises

BY MICHAEL DYNES, TRANSPORT CORRESPONDENT

STAGECOACH Holdings, a Perth-based coach company with ambitions to become a key private-sector rail operator, is to bid for the ScotRail passenger franchise, British Rail's Scottish operation.

The ScotRail franchise, described by John MacGregor, the transport secretary, at a business breakfast in Aberdeen yesterday, as an "obvious candidate" for one of the first franchises under the government's rail privatisation plans, would permit the franchisee to run passenger services on ScotRail's entire 1,700 miles of track.

Senior managers in InterCity, British Rail's profitable national passenger network, are preparing to bid for the franchise to run InterCity passenger services, in an effort to preserve the InterCity brand name and keep the national rail network intact.

InterCity managers fear that government plans to fragment the national passenger network into five lines of route divisions, such as the east and west coast mainlines, would undermine the InterCity brand name, and waste two decades of building the network.

Instead, InterCity managers are experimenting with franchise options designed to reconcile the government's determination to bring private sector entrepreneurial skills into the railways, with the desire of rail managers to preserve the benefits of a national passenger network.

The Stagecoach bid for ScotRail, which is expected to be submitted by Stagecoach Rail, a subsidiary of the parent company, could face stiff competition from a buy-out team of ScotRail staff, which was described yesterday as a distinct "possibility" once implications of the government's rail privatisation white paper, including the likely level of government subsidy, are clarified.

Highlighting government support for management buy-outs, Mr MacGregor said he hoped that existing staff would be among those seeking franchises "once more details on the charging regime and the franchising conditions are published".

The government was eager for franchises to reflect national or regional identities "wherever possible" in an effort to rekindle local pride in the railways, he said.

ScotRail, which runs 1,650 passenger trains between 315 stations and employs 11,000 staff, had turnover of £116 million last year and an estimated 50 million passenger journeys. It is heavily dependent on government subsidy for loss-making services, which would have to be maintained after privatisation.

RUC men could face trial

Continued from page 1 of Witness A whose testimony could not have been part of an attempt to smear the UDR since, on its own, it would not have been sufficient to convict Latimer.

The second important element was the evidence of Elaine Dunne who saw the gunman as he ran towards Mr Carroll. Mrs Dunne gave a similar description of the clothes worn by the gunman as Witness A, but said the man she saw was definitely not Latimer, whom she also knew. Sir Brian said he believed Mrs Dunne had been mistaken in her belief that the man was not Latimer.

The third and most important element in the decision was the evidence relating to the making of confessions in police custody by all four appellants. Sir Brian said electrostatic (ESDA) examinations had revealed "a number of very grave matters, which were that some police notes had been rewritten, that a request by one and possibly two of the appellants to see a solicitor had been deleted from the notes, that false authentications had been appended to some of the notes, and that police officers had given untruthful evidence about these matters".

Full details, page 2



Over-ridden: drip-feed in place, an exhausted Dokaz is winched onto a truck by veterinary staff

Exhausted horse winched to safety

FROM JENNY MACARTHUR IN BARCELONA

THE Olympic three-day event competition at El Montanya, in which Britain is lying in a silver medal position, was held up for 45 minutes yesterday after the Russian horse Dokaz, ridden by Oleg Karpov, fell at fence 26, a set of timber rails called Valentini's Gravel Pit.

The horse showed signs of exhaustion and, after being anaesthetised, was taken by ambulance to the horse clinic. Dr Peter Cronau, the chief of the International Equestrian Federation Veterinary Commission — and one of 18 vets in attendance during the event — said:

"The horse was back on its feet two hours

after the accident. The blood test was satisfactory."

Despite the intense heat at El Montanya, this was one of the few casualties on the grueling 33-fence, four-and-a-half-mile cross-country course. "Most riders heeded our advice and made sensible use of the smaller, alternative fences if they felt their horse was tired," Mr Cronau said.

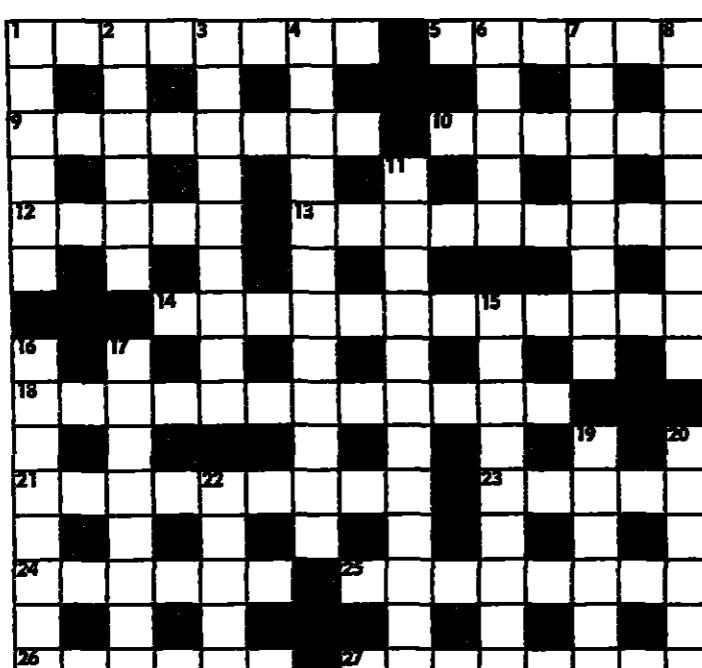
Out of the 82 starters only 12 horses failed to complete the course. Ironically, the 45-minute delay for the Russian horse may have contributed to his high survival rate. Britain's Karen Dixon,

who is lying eighth, was the next to go after the hold-up. She said her mount, Get Smart, felt like a fresh horse after his enforced rest.

Earlier, on the steeplechase phase of the three-day event, Mark Todd, New Zealand's dual Olympic champion, saw his chances of a third gold medal disappear when his horse Welton Greylag sustained a suspected fractured bone in its leg. The Australian Matt Ryan on Kyah Tic Tac is the overnight leader for the gold medal.

Olympic reports, pages 28-30

THE TIMES CROSSWORD NO 18,984



ACROSS

- 1 Sack Sir Henry for starting a blaze (8).
- 3 These states give backing to party movement (6).
- 9 Acknowledgement of merit in a brace of musicians? (6).
- 11 Start of sedition by republicans, capturing king in mountains (6).
- 12 Mate in the People's Republic (5).
- 13 Popular Bishop of Rome, albeit severe (9).
- 14 New sieves chosen for sticking together (12).
- 18 Annoyingly like an Irish girl with a prickly sensibility (12).
- 21 The early efforts of one university in throwing the javelin (9).
- 23 A cricketer's elegance of movement (5).
- 24 Extremely desirable situation for an absolute ruler (6).

Solution to Puzzle No 18,983

BUCKSHOT SLIP UP
I L O P V S O A
CONTINUATION DAY
E T N I U K R P
PLUMMOSE BESEECH
S M F B E O
PERFECTO ELFINS
C L A R Q E
ABYSS SINCE
R Y H R E S
G I L D R U M F R E T S A W
U A I E O S T A
SHRINKRESISTANT
E G G S E L H
LOOTER PASTILLE

WORD-WATCHING

By Philip Howard

OXTER
a. A crowbar
b. A stick that pecks ticks
c. An armful

GARLION
a. Cross between garlic and onion
b. A Tibetan stone lion
c. A pennant on a lance

MUSARD
a. Absent-minded dreamer
b. An aromatic herb
c. A fencer's visor

QUILL
a. A singing fly
b. A Pacific tribesman
c. Setting for a precious stone

Answers on page 14

AA ROADWATCH

For the latest AA traffic and road works information, 24 hours a day, dial 0805 401 followed by the appropriate code.

London & SE
C London (within N & S Circs) 731
M-ways/roads 144 722
M-ways/roads 144-Dartford T 743
M-ways/roads Dartford T-N23 724
M-ways/roads M23-M4 725
M25 London Orbital only 736
National
National motorways 737
West Country 738
Wales 739
England
East Anglia 740
North-west England 742
Northeast England 743
Scotland 744
Northern Ireland 745
AA Roadwatch is charged at 36p per minute (cheap rate) and 48p per minute at all other times.

1 Poem written up on course — not quite a failure (6).

2 Loop the loops again, and get a kick out of it (6).

3 Protest about tar found during visiting dignitary's stroll (9).

4 A foolish tradition, but constituents in Wales loved it (3.5.4).

6 Indistinguishable from a Liberal president (9).

7 Unusually great man singled out for attack (8).

8 It's wrong in court persistently to punish (8).

11 Highly exciting lawsuit ending in sound agreement (6-6).

15 Instruct a number out east, including new student (9).

16 Wrongly estimate the secret service's leader in Israel (8).

17 Crack up! Thrift type during exam once (8).

19 Father's got a girl — a dish (6).

20 He pays rent to odd characters in Leeds — get it? (6).

22 She wept when story — and no kid! (5).

Clue: Past! Two without the saint brings blessed computing (3).
Answer: PC2

IBM

Today's pollen count forecast is LOW
SELDANE.
A major advance in hayfever treatment.

WEATHER

Dry and settled over northern England and north Wales although cloudy at times. Over southern England and Wales more cloud than yesterday with the risk of isolated showers. Scotland will be mainly cloudy with light showers in the west but good sunny spells to the east. Outlook: mainly dry with sunny intervals, although southern England will continue to be at risk from thundery showers.

AROAD

MIDDAY: 1st thunder, 2nd drizzle, 3rd drizzle, 4th drizzle, 5th drizzle, 6th snow, 7th frost, 8th frost, 9th frost, 10th frost, 11th frost, 12th frost, 13th frost, 14th frost, 15th frost, 16th frost, 17th frost, 18th frost, 19th frost, 20th frost, 21st frost, 22nd frost, 23rd frost, 24th frost, 25th frost, 26th frost, 27th frost, 28th frost, 29th frost, 30th frost, 31st frost, 1st frost, 2nd frost, 3rd frost, 4th frost, 5th frost, 6th frost, 7th frost, 8th frost, 9th frost, 10th frost, 11th frost, 12th frost, 13th frost, 14th frost, 15th frost, 16th frost, 17th frost, 18th frost, 19th frost, 20th frost, 21st frost, 22nd frost, 23rd frost, 24th frost, 25th frost, 26th frost, 27th frost, 28th frost, 29th frost, 30th frost, 31st frost, 1st frost, 2nd frost, 3rd frost, 4th frost, 5th frost, 6th frost, 7th frost, 8th frost, 9th frost, 10th frost, 11th frost, 12th frost, 13th frost, 14th frost, 15th frost, 16th frost, 17th frost, 18th frost, 19th frost, 20th frost, 21st frost, 22nd frost, 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FILMS p3

Tom Cruise
with muscles;
Jeanne
Jarmusch
flexes his



LIFE & TIMES

THURSDAY JULY 30 1992

BOOKS p5

The myth
that killed
Marilyn
Monroe



When an inspector calls the shots

The UN inspectors in Iraq are pilloried and attacked. James Bone on the wedge between Saddam and his nuclear arsenal

Sautering through the crowds outside the soaring headquarters of the United Nations in New York, Karen Jansen looks like just another tourist. She clutches her handbag as she walks, like the out-of-towner she is. She hails from the Midwest, likes to spend her spare time cooking and gardening, is worried about her perm growing out, and admits to a "chromosomal predilection for shopping".

Nobody stops her in the street. The assorted holiday-makers in New York called the UN Special Commission. Both organisations are headed by Sweden's Hans Blix, the director general of the IAEA, assumed responsibility for unmasking Iraq's nuclear weapons programme. Mr Ekeus, who was working in Vienna as a Swedish diplomat, moved to New York in order to take control of the investigations into chemical and biological weapons and ballistic missiles.

On July 5 Major Jansen marched up to the gates of the Iraqi agriculture ministry in Baghdad at the head of a UN team of inspectors, and demanded to be let in, in order to search for suspected documents about Iraq's remaining ballistic missiles.

The Iraqi press pilloried her team as "scoundrels", "stray dogs", "rats", and suggested she was a spy for the CIA. Demonstrators harangued her, and Tariq Aziz, Iraq's deputy prime minister, declared:

"They are going to try to get us to do something stupid".

Karen Jansen

The United States is sending military officers and spies to Iraq under the cover of the UN inspection teams to implement its conspiracy against Iraq. Major Jansen has led six UN inspection teams over the last year to Iraq in search of weapons of mass destruction. She is a member of the corps of approximately 400 people from 33 countries who have conducted some 40 UN weapons inspections in Iraq since the end of the Gulf war.

In the midst of last week's confrontation over the agriculture ministry, Ross Ekeus, the chief UN weapons inspector, who is considering standing down, admitted that he never expected his teams to accomplish as much as they had. Now, his unprecedented operation is regarded as a model for arms control.

Security Council Resolution 687 of April 1991, which fixed the terms of the Gulf war ceasefire, banned Iraq from possessing or developing any nuclear, chemical and biological weapon or ballistic missile with a range of more than 90 miles. Saddam Hussein's already huge arsenal and his clandestine weapons development programmes were to be ferreted out by UN inspectors and destroyed.



Mission with a point: UN Special Commission inspection of Iraqi 155mm projectiles, filled with mustard agent, last September

tions by her government, and, apart from a UN per diem, she remained on Washington's payroll.

The United States supplied Mr Ekeus's deputy, a former State Department arms control expert, Robert Gallucci. Washington also provided one of the three men on the IAEA's Iraq Action team in Vienna, an American IAEA official called David Kay. Both men were replaced by other Americans nominated by Washington when they left their posts.

The US government even lent the United Nations a U-2 spy plane. The plane flies out of Saudi Arabia with UN markings and an American pilot assigned to UN duty. But UN officials admit that the film shot during its high-altitude sorties is developed by the Americans, and analysed by them. The United Nations, of course, has no experience in interpreting aerial reconnaissance photographs. UN officials say Britain is very closely involved with the Americans, while Germany, France and Russia have also contributed.

Backed up by the various intelligence agencies, both the UN Special Commission and the IAEA have scored many notable successes in their mission to disarm Iraq. Iraq was forced to declare more than 40,000 chemically armed missile tips and artillery shells, many of them broken open by allied bombing during the Gulf war and festering in a vast base at Muthanna, described as the world's largest toxic waste dump.

Iraq also admitted the existence of a 150-ft "supergun". Iraq said the huge cannon, built up a hillside in the desert and aimed at Israel, had already been test-fired.

Iraq declared only about 50 Scud missiles, while western estimates based on information from Moscow put the total number at about 800. The Iraqis later showed UN inspectors the remains of more Scuds it said it had destroyed and buried after the Gulf war, and

claimed to have used the rest in combat — either against the allies or against Iran. UN officials continue to believe, however, that Iraq may still possess several hundred Scuds. It was hoped that the archive documents in the agriculture ministry, probably removed in the period between the departure of Major Jansen's team and the arrival of the new

one on Tuesday, would give more information on these remaining ballistic missiles.

Iraq also tried to conceal its plans to build a nuclear weapon. Despite leaked claims to the contrary from an Iraqi defector cooperating with the Central Intelligence Agency, Baghdad initially insisted that its nuclear facilities were solely for peaceful purposes. American satellite reconnaissance showed, however, that the Iraqis had

buried heavy equipment during the first UN nuclear inspection mission to the country in May 1991 and excavated it when the team left.

The inspectors returned, and mounted a spot check on a facility called Fallujah, west of Baghdad. Denied access, two inspectors climbed a nearby water tower and peered into the base. What they saw astonished them: a convoy of lorries loaded with heavy machinery. As the inspectors looked on, held back by warning shots from Iraqi guards, the convoy sped out of the back gate. It was carrying so-called Calutrons — the primitive uranium enrichment devices used to make the first nuclear bomb four decades earlier in the Manhattan Project. The discovery was the first clear

evidence that Iraq had been trying to enrich uranium to make a nuclear bomb. Caught red-handed, the Iraqis held a symposium for the third nuclear inspection team to admit their project to make weapons-grade uranium in the Cairomis through Electromagnetic Isotope Separation (EMIS). That led to another interesting discovery:

the involvement of a man named Dr Jaffar Dhaia Jaffar.

When questioned by the UN experts, the two Iraqi officials designated to make the presentation seemed uncertain how much they could say. Then, from the back of the room, a well-dressed Iraqi spoke up in an impeccable English accent: "I will answer all your questions," he promised.

The inspectors did not discover the man's name until the next day, when it emerged that Dr

Jaffar, educated at Birmingham University and Imperial College, London, and divorced from a British woman with whom he had children, was now No 2 in the Iraqi Atomic Energy Agency.

He pointed up an intriguing aspect of the UN inspections: many of the Iraqis involved in secret weapons programmes were trained in western defence establishments alongside the inspectors themselves. And the same was true for the Americans. The chief Iraqi minder for visiting UN teams, Sami Al-Araji, was educated at Michigan State University. Major Jansen's alma mater. British newspaper readers first learned about Dr Jaffar when an old professor of his saw him on television accompa-

nying a UN inspection team, and alerted the press. At first, Dr Jaffar claimed to have been in charge of the EMIS programme. It was only later, after recovering thousands of pages of documents seized in Iraq, that the UN discovered that he was Iraq's nuclear mastermind.

The documents — some 50,000 pages of them — were taken from Iraq after the most dramatic showdown between Iraq and United Nations inspectors before the present clash. A 44-member UN team headed by Mr Kay, the American IAEA official, was trapped for four days in a car-park in Baghdad before they could get the papers out. During that time, Mr Gallucci, acting as the deputy team leader, used the United Nations' satellite phone to call directly from the car park to the US State Department's operations room to dictate the content of a seized document. He and Mr Kay were denounced as American spies.

What happened to the seized documents intrigued some non-American inspectors. After leaving Baghdad, they did not show up at IAEA headquarters for several weeks, where they were locked away. They outlined an extra-

giant Iraqi programme to develop nuclear weapons, codenamed Petrachemical 3. According to one knowledgeable source, the documents had been copied, translated and analysed by the Americans outside Vienna.

When she approached the agriculture ministry in search of missile-related documents on July 5, Major Jansen knew she faced similar risks to the team led by Mr Kay. She had been in Iraq, leading another team, at the time of the car park seige. She had also had trouble during another one of her trips, when she and two male UN inspectors were jostled by about 40 over-eager protesters in their hotel lobby.

"I was able to explain to the team that it was going to get ugly, and that it was going to get ugly fast," she says. "I was also able to say, 'I am going to be the target'. They are going to poke prod and try to get us to do something stupid."

She organised her inspectors into shifts to monitor the agriculture ministry from their cars around the clock, under increasing harassment. Her own hotel room was broken into, which in itself was nothing unusual. But this time, no attempt was made to conceal the burglary. The room was "trashed". On July 11, she left for New York to brief Mr Ekeus, leaving other team members behind.

After growing threats of western military action, Mr Ekeus reached a compromise last weekend with Iraq's UN ambassador, Abdul Amir al-Anbari. Iraq agreed to allow into the agriculture ministry a new team of UN inspectors which excluded any members from countries that took part in the war against Iraq.

Headed by a German, the new team comprises inspectors from Finland, Sweden, Switzerland and Russia. Two American inspectors were allowed to remain outside the ministry to examine any documents removed.

Mr Ekeus himself arrived in Baghdad on Tuesday to visit the agriculture minister's personal office in the building. He said he would make clear to Iraqi officials that they would have no veto over the composition of future United Nations teams.

Major Jansen has now decided to leave the UN after being rendered "ineffective". "It's a shame," she says. "The same thing happened to David Kay. The Iraqi government has vilified us as individuals so much that our presence in the country would jeopardise operations." In September, she will start a new job for the US government implementing a chemical weapon disarmament accord between the United States and the former Soviet republics.

TOMORROW

Jazz-playing MPs fighting for the law on "gigs" to be relaxed

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More schadenfreude please, we're British

PRIVATE LIFE

John Diamond refutes the idea that we are a sex-obsessed nation



is a truly vegetarian society.

And I thought to myself that actually we're one of the least sex-obsessed societies I know. It isn't just that Radio 4 was able to carry a perfectly serious conversation the other night with a married woman who, in a book and a number of newspaper articles, has been beating the drum for married chastity as a reasonable way of life. After all, her fixation with the subject sug-

gests that she is probably more obsessed with sex than the editors of all the tabloid newspapers combined, in much the same way that a proselytising atheist thinks more often about God than the average C of E communicant.

Nor did my revelation come from the realisation that the two big "sex-murder" cases that finished recently weren't actually about sex at all but about jealousy. The clincher was this Mellor business. For all the sleazy headlines and grubby revelations that have appeared in the past week or so the interest we have in the scandal has little to do with the Mellors' sex-life.

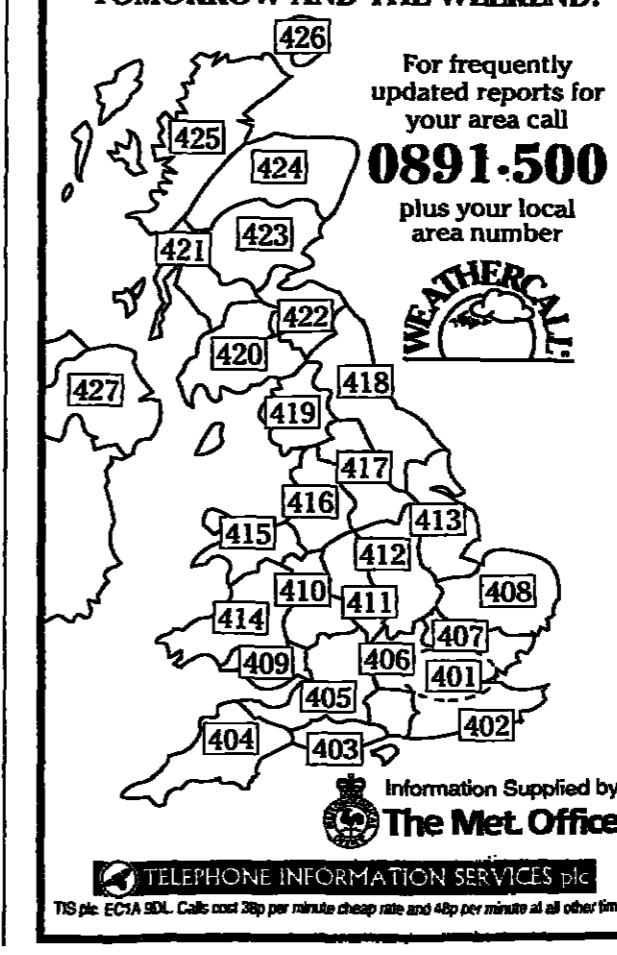
As telling is the fact that the part of the story which is strictly sexual is based, as are all tabloid sex scandals, on our presumed disbelief that anyone else — cabinet ministers, vicars, pop stars, total nonentities — has a sex-life. The tabloid editors believe us to be children perpetually aghast at our parents' involvement in our own conception. They have to, of course, for were they to take any other line they wouldn't be able to get away with the essentially sexual, amoral trick of titillating us on one page, scandalising us on the next and addressing us as if from some Wee Free pulpit on the editorial page. Perhaps the problem is that some of my colleagues are refinendly disadvantaged. Or then again, it might just be that I'm a bit of an old snob after all.

about the difficulty most men have in discussing other men's physical attractiveness suffice it to say that I have yet to come across a man so unconfident with himself that he is unable to describe the affair in terms of Mr Mellor's looks. And for all that the tabloids have been pushing Ms de Sancha as some sort of latter day Cleopatra, it has been done with the same lack of conviction that has them describing any blonde-voiced co-respondent who still has all her major facial features vaguely intact as "sexy".

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ARTS BRIEF

London in reel time

THE 36th London Film Festival, to be held in November, is presenting the largest showcase of independent American films outside of the United States. Among this year's offerings will be Stacy Cochran's *My New Gun* and Tamra Davis' *Guncrazy* — both starring James LeGros — while *Visions of Light*, a High Definition Television documentary will celebrate the art of the cinematographer. Another highlight of this year's festival is *Japan Focus*, which looks at the new generation of Japanese directors making their mark in world cinema.

One of the treats for connoisseurs at this year's festival will be the first London showing of Victor Erice's film *The Quiet Tree Sun*, a beautifully shot movie about real-life painter Antonio Lopez at work. Organisers are also hoping to show a newly-restored print of Visconti's 1963 masterpiece *The Leopard*, starring Burt Lancaster. The London Film Festival, based at the South Bank, runs from November 5 to 22.

Bob's back

ROBERT LEPAGE's mudbath *Midsummer Night's Dream* is at the Olivier, provoking love and loathing in roughly equal amounts; and before long there will be a new opportunity to see the young Canadian director in person. His one-man show *Needles and Opium*, a sell-out at the Cottesloe recently, resurfaces at the larger Lyttelton in November as part of an international season that also brings the National two offerings from Italy: Zeffirelli's production of Pirandello's *Six Characters in Search of an Author* and Giorgio Strehler's version of Goldoni's *Le Baruffe Chiocciote*.

Last chance . . .

MAGRITTE was possibly the greatest of the conceptual artists; in his paintings the idea is all, and the execution counts for little. But what ideas? The surreal inventions of his work are mind-grabbing as much as they are eye-catching, and there is little sense of joy in the painting itself. But there is no one like Magritte for uncovering the gap in the system, displacing logic sufficiently to let the fantasy through. The major retrospective of his work is at the Hayward Gallery (071-261 0127) until Sunday.

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Strangers in the global night

Geographically at least, Jim Jarmusch spreads his wings in *Night On Earth* (Lumière, Camden Plaza, 15). For his last three features, America's chronicler of dislocated lives never left home. There were *Stranger Than Paradise*, *Down By Law* and *Mystery Train*, but the cameras remained within the characters, admiring their dreams in Ohio, Florida, New Orleans and Memphis. In *Night On Earth* the globe starts spinning.

We open with a nocturnal Los Angeles taxi ride. That ride dispatched, we travel east across time zones to other taxis, other stories in New York, Paris, Rome, and finally Helsinki, where

Lost souls meet, chafe and scatter as black humour alternates with despair

the next day breaks. With financial support from the Japanese electronics giant JVC, Jarmusch luxuriates in a starry cast. Babbling Roberto Benigni returns, alongside Winona Ryder, Gena Rowlands, Béatrice Dalle and assorted Finns.

The globe, however, looks much the same from wherever Jarmusch stands. Solitary people from clashing backgrounds are buried together but cannot communicate. A New York *Lainie* (Glancard Esposito) hauls a Mueller-Stahl, a former circus clown from Dresden. His name is Helmuth, the *Lainie* he believes it to be Helmert. Both wear balaclavas. In Rome, Benigni's cabby praties of bizarre childhood sins; he made love, he says, with a pumpkin and a sheep. On the back seat lies an astonished priest, silently suffering a heart attack. Lost souls meet, chafe and scatter in the night; black humour alternates with despair.

Night on Earth enriches its stories with a bouquet of passing pleasures, from Tom Waits' gravel voice singing on the soundtrack to the nocturnal photography of Frederick Elmes (David Lynch's regular cameraman). Yet, despite the film's delights, the suspicion persists that Jarmusch is beginning to mark time, squeezing his themes and

deadpan visages into an easily digestible formula.

"I want my films to be about the things that other people take out of their films," Jarmusch says. But *Night on Earth* gives him much less room to observe facial gestures, places, landscapes and the sense of life passing. By Jarmusch standards, this is action-packed cinema: taxicabs career through the streets, dialogue tumbles from lips, frequent cutting banishes the lingering shots that gave *Stranger Than Paradise* its gorgeous, spaced-out flavour. At this rate, his next film might even have a plot.

For the moment, Jarmusch remains with anecdotes. The first of the five is the weakest. Winona Ryder's gum-chewing, chain-smoking, tomboy cabby is all surface ties; and Gena Rowlands looks surprisingly awkward as a Hollywood casting director who believes her driver is a star in the making. Whimsy dogs the New York sketch, though a fiery new talent, Rosie Perez, helps obfuscate the spectacle of Mueller-Stahl with a clown's nose.

Then, after a strident trip to Paris with Béatrice Dalle as a vengeful, blind passenger, Jarmusch reaches top gear. Pratting non-stop around Rome in his hurtling car, Benigni provides the film's comic highlight. Finally to Helsinki where three drunk friends and their frosty driver swap tragic tales as the cold light breaks.

Jarmusch, chum of Finnish cinema's leading export, Aki Kaurismäki, demonstrates clear affinity with his melancholy Finns: these are real, feeling people, not caricatures. Here, at last, Jarmusch stretches himself. For the rest, *Night on Earth* appears the amiable work of a cult director, twiddling his thumbs until the next spurt of inspiration.

Fresh thoughts, though, are far scarcer in *Far and Away* (Empire, 12), Ron Howard's lumbering epic about two Irish immigrants from different sides of the class divide fulfilling their destiny in America.



Talkative cabby with a bizarre sexual history: Roberto Benigni plays a Rome taxi driver in Jiri Jarmusch's *Night On Earth*

Yet if you want pretty images, *Far and Away* can supply a bundle. Here come the hills of the Emerald Isle sweeping majestically down to sea; over there, Oklahoma's big skies swap the screen. Low-born Tom Cruise stands stripped to the waist, muscles primed for boxing; high-born Nicole Kidman stands pert and poised, ginger ringlets caught in sunlight.

Cruise starts the plot's crawl in 1892 as an oppressed Irish tenant farmer. He goes in search of his evil landowner, only to find a befuddled old gent and a spunkier daughter anxious to be "modern" and run off to America. The young rebels join forces and flee to the New World, posing as brother and sister. They are thrown into Boston's immigrant cauldron; they get burned, and separate. But somehow they meet up again under the

Oklahoma skies, days before the 1893 Cherokee Strip land rush. Cut in 400 horses, 200 wagons and 800 extras, galloping over the screen.

This land rush makes a magnificent sight. *Far and Away*, shot by Danish Mikael Salomon, is the first mainstream film to be shot on 65mm stock since David Lean's *Ryan's Daughter*, and the images, especially in the open air, are spectacularly crisp. But where is the drama or personality needed to sustain the film's weight?

Here is no deeply-felt epic such as *America, America*, Elia Kazan's masterly film based on his uncle's immigrant experiences. Instead, Howard and his writer Bob Dolman coast through the clichés of immigrant history,

scattering

windy lines like "Land is a man's very own soul". Cruise revels in the physical action, and buckles down to his Irish accent; but he remains, like Kidman, a pretty face in search of a character.

Even pictorially, Howard slips up. Having gone to the expense of securing new cameras for shooting 65mm film, he then positions them for much of the time in dark interiors, where they cannot properly shine. Who wants to see celestial clear shots of soiled bedding? *Far and Away* is a bland, misguided, well-upholstered bore.

Down at the National Film Theatre, 26 French films from the past ten years are gathered for inspection in an August season entitled *Boulevard Nights*. None have achieved British distribution, though their casts include tasty names such as Catherine Deneuve, Isabelle Huppert, Richard Bohringer and Charlotte Gainsbourg. The obvious reason for their neglect — the films are bad — may suffice for a few, like André Téchiné's mannered *Les Innocentes*. But others fall by the wayside through no fault of their own.

Some items seem chiefly for curio hunters. There are wild sexual flings from Serge Gainsbourg: *Charlotte For Ever* and *Stan The Flusher*. Claude Lelouch chips in with *Viva la vie!* and *L'itinéraire d'un enfant gâté*, two dotty hymns to life, love and happiness. Elsewhere, this is French cinema as usual: airy romantic hijinks, tough urban thrillers, hymns to adolescence and the odd costume melodrama. No masterpiece may be lurking; but if you want to escape cinema's summer doldrums, the queue forms here.

TELEVISION REVIEW

Germany calling, faintly

Dcurly deterministic German plays about the damage wreaked on individuals by a malign society seldom cross the English Channel successfully. Expressionist techniques rarely work as well on television as on the stage. No wonder, then, that Manfred Karge's *Man to Man*, the monologue shown on BBC 2 last night, proved a stink. It was the kind of play in which it was inevitable that the anti-heroine would at one moment appear with her head swathed in clingfilm wrap, just to show that she was not really at home in the capitalist system.

Actually, Tilda Swinton's Ella was not at home in any system. When her husband died, during what was presumably the Weimar depression, she avoided starvation by taking his identity and, even more unbelievably, his job as a crane-driver.

The Hitler era saw her still posing as a man — how else would she have qualified for a pension? — but now working in what was inevitably the more soul-destroying type of factory. And we left her as we first found her: boozing, watching television, and balefully reminiscing from amid the smelly debris of a foul apartment, an embittered old crone dreaming of the alternative life she had sacrificed.

As she somewhat unconvincingly put it, she should really have been Snow White, like the proletarian German history she embodied, had been a disillusioning and depressing one? No, not for a second.

One of the author's conceits was intermittently and inexplicably to veer from prose into

burlesque verse. But that was barely noticeable compared with the visual trickery introduced by the director, John Maybury: a background that could arbitrarily switch from a realistic room to some swirling townscape from the German memory-bank, to a surreal plastics factory. A sense of menace or disintegration was sometimes created, but the effect was more often to distract the attention from Ella's transvestite adventures.

Yet maybe that was no such bad thing. After all, those adventures were pretty dull and Swinton's performance surprisingly monotonous. Whether she was young and relatively fresh, or three-quarters hidden behind warty plastic makeup, the voice came in much the same sardonic whine.

Could we doubt that her life, like the proletarian German history she embodied, had been a disillusioning and depressing one? No, not for a second.

BENEDICT NIGHTINGALE



Tara Morice and Paul Mercurio in *Strictly Ballroom*: an award-winning critical and commercial success

Penthesilea and *Die Marquise von O.* each of which runs for four hours and without subtitles.

Sadly the festival is not able to screen Syberberg's more accessible and best remembered films, *Ludwig's Cook*, a below-stairs footnote to the

bigger *Ludwig*; and *The Confessions of Winifred Wagner*, in which Richard Wagner's monstrous English daughter-in-law proclaimed her undying admiration for Hitler.

• The Edinburgh International Film Festival Information: 031-228 4051 runs August 15-30

That did not happen, though for a moment, it seemed to have done so. In the play's most dramatically potent sequence, Ella described the miseries of a Nazi prison: Sam to 9pm spent standing or walking in a tiny cell, 9pm to 5am lying on a plank.

Therapeutic, it was

altruistic cinematic use of imagery offered a director as imaginative as this marvellous opportunity.

His thrilling evocation of the Ride to the Abyss is the climax of an evening of vintage Kupfer. The essence is a provocative but intelligent confrontation with the work, accomplished through absorbing dramaturgy.

Kupfer questions the role of woman as desired-object-cum-redemeer in 19th-century idealism. Thus, the object of Faust's fantasy is seen first as a woman in a brothel who is fondled and eventually dismembered by over-excited lechers, and later as a manikin.

Faust, failing to honour Marguerite as an individual worthy of respect in her own right, degrades himself as much as he abuses her. Unlike Goethe, Berlioz condemned his Faust to hell, but whereas

Berlioz's Marguerite was redeemed, Kupfer accepts no such easy solutions.

The central drama is presented as a dream fantasy, and when it is all over, Faust, alone on stage, finds that the strains of angelic voices emanate from a gramophone hidden behind a screen: a breathtaking coup de théâtre and a sobering moment. Our "redemption", Kupfer seems to be telling us, has to be worked for ourselves: supernatural remedies are not available in real life.

The American tenor David Kuebler brought to the title role an ideally lean high tenor voice, with no trace of chest register strain. Béatrice Uria-Monzon, as Marguerite, produced a fine stream of beautiful, liquid vocal tone, and Philippe Rouillon's Mephistopheles was strongly projected.

The Vienna Symphonic Orchestra played superbly under the sensitive direction of Vladimir Fedoseyev. The production, which is shared with Netherlands Opera, is scheduled to come to Covent Garden next season.

92

INTERNATIONAL festival

THEATRE AT THE FESTIVAL

Andrea Serban's AN ANCIENT TRILOGY

30 AUGUST-10 SEPTEMBER

"Mephistopheles"

LIBERATION

"Gudrun with its beauty"

LA QUATREMEURE

Elsbeth Löschner

YO TENGU LIN

THE ENGLISH IN AMERICA

If I have an Uncle in America

11 SEPTEMBER

Barbara Hendricks

Barbara Hendricks

Giuliano Serafini

A nation hits the highway

August means holidays to the French. As millions prepare for the annual torture of *le départ*, Andy Martin is gripped by an inexplicable urge to join them



LIKE the anniversary of D-Day, the beginning of August sees old campaigns to reminisce about *le départ*. I have bad memories of the annual exodus. If I stayed in town, all my favourite cafés and boulangeries would shut up shop and Paris becomes as empty and mysterious as the *Marie-Célestine*. If I joined in the flight to the coast, I would find all the hotels full: it is in this season that the *parsons* and *patronnes* of everything from the humblest pension right through to the most exorbitant *cinq étoiles* have a habit of bursting into sardonic laughter when you ask for a room.

I have slept in the fields. I have slept on the beaches. I have even slept on the concrete floor of a public convenience. In France, August is the cruellest month. And yet, rather like earthquakes and tidal waves, the *départ* makes possible strange adventures and collaborations that could never happen the rest of the year. In France pleasure is a serious business. The French have taken the concept of a "holiday" literally and turned it into a *holy day*, or in this case month, rather like Ramadan, attended by high priests and punctuated by ritual sacrifices.

The collective summer pilgrimage, whether to the Mecca of the Côte d'Azur or the Ganges of the Atlantic, is governed by synchronicity and strictly timetabled: across the nation, but especially in Paris, people herd off on the first Saturday in August and funnel back into town on the last Sunday for the even more forbidding antonym of *le départ* — *la rentrée*.

Paris is half paradise, half prison, and the desire to escape once in a while is only natural

living hell of Sartre's *Huis Clos*.

When I backed out of the 100 metres, an older kid tried to browbeat me into it. "Pas peur!" he jeered. I wasn't smart enough to reply: "Non, j'ai envie!" I can still see his scornful mug and my annihilating fis landing in the middle of it. Unfortunately, the second bit is imagination, only the first bit is memory.

As a Parisienne veteran of many a *départ* said to me: "The beginning of August is like a mobilisation." Her comment conjured up for me the summer when, inspired by the Tour de France, I took off on my bicycle heading south. I only made it as far as Paris (the last 20 kilometres clinging to the rear of a truck) before gladly accepting the offer of a lift to Avignon from a bearded former Maoist and double-bass player. On the eve of the departure, we gathered in a large house in a leafy *quartier* on the south side, strategically placed for a fast getaway down the Autoroute du sud.

There was a kind of jittery intensity that RAF pilots waiting

for orders to scramble must have experienced in the summer of 1940. Roland nervously strummed and plucked down in the basement. Someone put Beethoven's *Eroica* on the record-player. A dogmatic student of Pierre Boulez fulminated against pre-serialism. I was reading Solzhenitsyn's *L'Archipel du Goulag* and dreaming about seducing Roland's wife — well, it was the *départ* and who could say if we would ever be coming back again? It was the last night in July and the end — or at least temporary suspension — of civilisation as we knew it. Let us eat and drink for tomorrow we depart was the general mood.

There are certain rules of the game:

1. The journey must be completed in one day. From Brittany to Biarritz, from Nîmes to Nice, triumphant drivers will be found on the evening of *le premier août*, comparing notes on their times and boasting of new records. "I made it down in six hours!" "Six hours! Autant que ça!"
2. The man must be seen to be driving on departure and arrival: the woman can take over the donkey work in between.
3. You must take the most direct line from A to B, preferably

bombing down the motorway, hooting and flashing at any vehicle in your path. Going via C, and possibly discovering something of France on the way, is strictly prohibited. This rule would make departing drivers sit ducks for lorry-blockades, except that the *caminoneurs* themselves are also joining in the stampede at exactly the same time (this year they are planning to occupy all the toll-booths on the motorways and let cars through for free, *à la Robin Hood*, ostensibly to deprive the State of its windfall, but with the additional bonus of letting themselves through for free too).

According to Astérix, Julius Caesar cunctingly waited until after five o'clock to invade Britain in the confident knowledge that the English would have laid down their arms to have tea. Anyone wanting to invade Paris has only to time the attack for August. Which is precisely when the barbarian hordes do typically turn up, only to find an already evacuated city. Like a flock of migratory birds, or a school of beached whales, as if at the punctual prompting of some compulsion of the collective unconscious, the French nation simultaneously packs its bags and gets into its Citroën.

François Rude's sculpture on the Arc de Triomphe, *Le départ des volontaires de 1792*, depicting desperate men and women, some with no clothes on, storming out of Paris, is less a celebration of the Revolutionary wars than a vision of things to come.

Napoleon arranged for guided tours to the Pyramids and Russia, which was fine as long as you didn't mind getting your feet wet at Aboukir or walking back from Moscow in the snow. But it was not until the Front Populaire that the August vacation became a fixture. Among the reforms enacted by Léon Blum's left-wing government in the socialist summer of 1936 was the innovation known as "*congés payés*" (paid holidays). The proletariat, according to Blum, had the right to an occasional rest. This subversive and quasi-revolutionary idea caused outrage among the bourgeoisie, which was sunning itself and swanning about by the sea at the time.

Class warfare subsequently took itself from the town to the beach and the countryside for a fortnight. "*Les congés payés*" quickly became a pejorative synonym for the lower orders. A cartoon in *Le canard enchaîné* of August 12, 1936, showed an old lady sitting in a

bathtub at the edge of the waves and clucking: "You don't think I'm going to bathe in the same water as those Bolsheviks!" The right-wing magazine *Combat* deplored the "rape" of the French countryside by "the filthy paws of the secular monster" and proposed a final solution: "Whoever has not decided to slash his wrists in a warm bath or flee to an Egyptian monastery will have no option other than to take a rifle and some cartridges and shoot down as many as possible of these tyrants who are as dangerous as the barbaric Hun."

After the war the original fortnight expanded into a month and the whole of August was given over to compulsory merrymaking. A word was even invented to accommodate the new phenomenon: *les avouées* — those who take their holiday in August. George Brassens has a song ("Montélimar") in which he devoutly wishes that all their cars would crash into a post.

There was another breed of *avouées*: he who is left behind. Someone has to service the tourists. René Fallet's 1964 novel, *Paris au mois d'août*, recounts the adventures of Henri Plantin, a dull 40-year-old shopwalker in the lusting department at Samaritaine, whose

wife and children have gone to the beach, and who is transformed by a fling with an English woman from a frog into a handsome prince (played by Charles Aznavour in the movie).

Anyone who has ever remained in Paris for August will have similar metamorphoses to report. In his *Morphology of the Folklore*, Vladimir Propp states that the starting point of all stories is "absentation". There was a time I turned up at the Bibliothèque Nationale, monastically intent on a week's dusty research, only to find that fearful sign, "*Fermé pour annuelle*" on the door, and then I met up with a couple of Australian girls in the post office on the corner of the rue d'Ulm. Departing is such sweet sorrow.

There is a risk that the great tradition of the *départ* will itself soon have departed. The French annual vacation is becoming staggered, fragmented, pluralised. Now the talk is of *les départs*. But August remains the fulcrum of the French calendar. As July expires, even from across the Channel, I begin to feel the stirrings of an irrational urge, like the vertigo that beckons you down into the abyss, to hop into my Citroën and join the Gadarene rush.



Millions on the move: Jacques Tati in *Traffic*, the spirit of summer holidays in France with the ritual, the traffic jams and *le départ* — whatever it does to the nerves

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A nose for a remedy

FRANCE

WHEN IN FRANCE



every medical need short of major surgery.

To prepare for the consultation, I dipped into my French-English reference books. Experience with other French retailers suggested that I would not get away with a simple purchase. I had to be ready to justify myself to explain not simply what I needed but why I needed one thing and not another.

The books were not much help. There were few hints on medical affairs. The compilers of the BBC language courses clearly feel that their students are healthy specimens whose priorities are eating and drinking, though at level 3 I was warned that going to the *pharmacie*, "Il n'y a rien de plus simple". They can say that again.

I started well by entering an establishment (to call it a shop would be too demeaning) that was mercifully free of other customers. With proper English reserve I had no wish to discuss my sufferings in front of an audience. A young lady in starched white faced me across the counter.

I explained about my cold. She asked me where my cold was I still have my nasal spray. It is in the medicine cabinet, along with the other red cross provisions. But I haven't been back to the *pharmacie*. Instead, at the first sign of illness, I go to a real expert. I consult M. Castenet.

could see I was worried. "It is very simple," she said. "You take the spray, so." Delicately she held the bottle between two fingers. "And squeeze, so."

A demonstration of my confidence was clearly called for. Clasping the bottle I pushed the nipple up my right nostril, pressed firmly and took a deep breath. A cold jet shot up to the roof of my skull, ricocheted on impact and hurried down again. I was left with watery eyes and a tissue full of nasal spray.

The pharmacist shook her head despairingly. "No, no. You must bend. Look, I will show you."

She came round to my side of the counter and placed an arm round my shoulders. Then with her free hand planted on my chest she tilted me back. To keep my balance I lifted one leg in the air. It was like a tableau of Fred Astaire and Ginger Rogers. Except, that is, for the tube stuck up my nose.

Back home, I was keen to show off my medical expertise. When M. Castenet who farms nearby popped in for a drink, it was the chief topic of conversation. I feel better already, I told him.

"Of course you do," he said, "but it is not the medicine that has cured you."

He pointed beyond the terrace towards several acres of corn stubble. "It is always the same when we harvest. If you are not used to the dust, it can cause hay fever."

I still have my nasal spray. It is in the medicine cabinet, along with the other red cross provisions. But I haven't been back to the *pharmacie*. Instead, at the first sign of illness, I go to a real expert. I consult M. Castenet.

BARRY TURNER

SATURDAY

FOR the first time Relais & Châteaux and *The Times* have devised a *Passport to France* offer exclusive to *Times* readers travelling to France. In this Saturday's Weekend *Times*, 42 non-seasonal hotels



of distinction and character, providing the highest standards at an all-inclusive rate, are available. Each hotel offers a VIP welcome for two people at 30 per cent below the normal tariff.

The right man to win the war

Peter Riddell
welcomes the
second instalment
of a lucid and
scholarly biography

The ministerial crisis which led to the replacement of Asquith by Lloyd George in December 1916 is strikingly reminiscent of the cabinet coup against Margaret Thatcher in November 1990. In both cases, the immediate cause of the ousting of a long-serving prime minister was unforeseen, the development of the crisis unpredictable and the outcome uncertain until the end, however clear it looked in retrospect.

In both 1916 and 1990, ambition intertwined with differences over policy — whether over the conduct of the war or relations with Europe. The 'incumbent' prime minister showed a loss of previous sure touch in handling colleagues and a stubbornness at the moment of crisis which precipitated their fall.

The events of December 1916 are the climax of Berney Gilbert's book, the second volume of his life of Lloyd George. He covers the same five years as John Grigg does in the third volume of his still uncompleted biography; he will shortly resume work after completing a volume in the history of *The Times*. The two works inevitably invite comparison.

Gilbert, professor of history at the university of Illinois at Chicago, offers a classic academic approach full of detailed references, including new sources such as the complete diaries of Lord Riddell, Lloyd George's friend. But Gilbert writes lucidly and readably. Grigg provides the broader context and wider-ranging judgments. His account is more in the tradition of literary biography, full of insight and illuminating detail from the author's own understanding of politics. It is one of the best political biographies of the last generation.

Both books offer 100 pages a year and Lloyd George's career justifies such treatment. After the dramas of 1909-11, Gilbert argues that if there is a theme to his political life in the last two years before the war it is of failure and near disaster. The Marconi episode

**DAVID LLOYD
GEORGE,
A POLITICAL LIFE
Volume II: Organiser of
Victory 1912-16**
By Bentley Brinkhoff
Gibert
Bargain, £35

he did, and as was clear by 1 August, that the war would come and that Britain would be carried into it, the most useful service he could provide was to hold the cabinet together. So he consorted with pacifists and paraded the moral question of Belgian integrity in place of the diplomatic-military issue of French security. As he knew Belgium would be invaded and the pacifists did not, or could not bring themselves to believe it, he could secure agreement on what was to the dissidents a hypothetical event and then wait for it to occur. Then he could make the rights of small nations the bridge by which the dissidents could return to the cabinet and support the war while holding tight to their principles."

Gilbert agrees with the view of Frances Stevenson, Lloyd George's secretary and mistress, that "LG's mind was really made up from the first, that he knew we would have to go in, and that the invasion of Belgium was, to be cynical, a heaven-sent excuse for supporting a declaration of war."

The war, he argues, made Lloyd George prime minister as surely as it ruined Asquith. "More than that, one is left with the sense of a cause and effect relationship, almost as if the two men were attached to the ends of a rope over a pulley. As the prime minister descended, he pulled up Lloyd George." Gilbert argues that "it is as much the story of Herbert Asquith's decline in vigour and leadership as it is of the thrust of Lloyd George's ambition. Of course, Lloyd George wanted to be prime minister; there is no need to take seriously his repeated protestations that he did not. After his work at the Ministry of Munitions, the reversion of the post would have been his in any case when Asquith retired at the end of the war. But the deterioration of the genuinely cordial relationship between the two men proceeded from differences over the conduct of the war, organisation of industry and, specifically, the management of the army, not place seeking." Lloyd George himself felt that Asquith had lost the power of making decisions. He was helpless in face of Lloyd George's willingness to do anything to win the war.

The overriding impression is that, as with Margaret Thatcher, Asquith stayed on too long. His day had passed and he was no longer the right man to run the war. As Gilbert concludes, "the story of men in political office is one of inevitable tragedy. After victory, defeat will eventually come. The lucky ones die in office. The rest suffer lingering suffocation as did both Asquith and Lloyd George." The decline in Lloyd George's powers is for later volumes of both Gilbert and Grigg. There is much still to savour.



Lloyd George by Spy: despite his repeated protestations, he did want to be prime minister

Misfit who fell victim to her own myth



Before a star was born: Norma Jean Baker modelling in 1945

I'm a failure as a woman," said Marilyn Monroe shortly before she died. "Men expect so much and I can't live up to it." Thirty years after she gave up trying, the myth that destroyed her endures. The ever shriller evidence that what passed as suicide was nothing less than murder is a desperate attempt to disprove what Arthur Miller clearly saw that "the simple fact, terrible and lethal, was that no space whatever existed between herself and this star. She was 'Marilyn Monroe', and that was what was killing her." The mounting evidence that she was a victim not of her own impossible, iconic image but of the Kennedys, the mob, the studio or a conspiracy of all them is seductive. What a relief to be able to blame the bully boys rather than the eternal feminine.

Marilyn: The Last Take is one shuddering, prolix mass of conspiracy theory. In essence the evidence so ploddingly proffered is no more than a reworking of the 1985 BBC documentary *Say Goodbye to the President*, namely that four hours between Marilyn's death and the announcement of it are unaccounted for. Fox had been giving her a bad time. The Kennedys had been giving her a bad time and players from both camps are suspected of foul play during those elapsed hours. Her affair with the prez had ended and she had been handed down to Bobby, whom she had expected to marry. When he dumped her she announced she was going to hold a press conference to expose the Kennedys. The press conference was to be held on the Monday; she died on Saturday.

Marilyn's Men, from the pen of the woman who has brought us such titles as *Gable's Women* and *The Life and Loves of Grace Kelly* dishes dirt of a different kind. We

There was talk that he had been at her house the afternoon she flaked out for the last time. The fact that you would need to have the dumb naivety of an Anita Brookner heroine to believe that the attorney general, a Catholic married with seven children, was seriously entertaining the idea of marriage indicates that her take on the world — and the Kennedy plot did after all originate with MM herself — was not altogether lucid.

The question "Did she jump or was she pushed?" is difficult to answer when she was so close to the edge that the mere pressure was enough to send her over. Brown and Bartham offer such proof against the suicide theory as "She had planned lunches and dinners for the near future, as well as a three-day theatre trip to New York City." As if the trajectory of despair were able to be so clearly plotted that a lunch date to look forward to established an incontrovertible belief in happy times ahead. At the very least, the unstable should be allowed their instability.

Marilyn and Me, from the pen of the woman who has brought us such titles as *Gable's Women* and *The Life and Loves of Grace Kelly* dishes dirt of a different kind. We

Nigella Lawson

**MARILYN
The Last Take**
By Peter Brown
and Patti Bartham
Hausenmann, £17.50

MARILYN'S MEN
The Private Life of
Marilyn Monroe
By Jane Ellen Wayne
Robson Books, £16.95

QUEEN OF DESIRE
Marilyn Monroe: A
Fiction
By Sam Toperoff
Picador, £14.99

MARILYN AND ME
Sisters, Rivals, Friends
By Susan Strasberg
Doubleday, £14.99

learn that "Marilyn very rarely, if ever, achieved the ultimate orgasm"; that "she favoured Kennedy despite his lack of foreplay and hasty lovemaking"; that he cherished "a snapshot of her performing fellatio on him", and that the Greek actor Nico Minardos thought she was "a lousy lay". Jane Ellen Wayne adds "a lousy lay". Marilyn Monroe was a "lousy lay". She was the permissive line on the theories about MM's life and death. "Any and all theories are worth mentioning," she informs us, "because Marilyn Monroe was a fairy tale heroine who did not live happily ever after..."

Sam Toperoff is obviously of like mind. He has assumed the literary rather than biographical mantle. *Queen of Desire*, the only book under review that explicitly styles itself "fiction" is covered with accolades from the American press but is as vapid and insubstantial as the dumbest of his subject's film roles. The novel takes the form of a tableau of pornographic images, and the whole is infused with a nasty, sweaty prurience. This is 276 pages of stale-breathed male fantasy, and singularly unerotic to boot.

None of these books is well-written, but Susan Strasberg's memoir at least offers the consolation of authenticity. *Marilyn and*

Marilyn charts her friendship and rivalry with Marilyn Monroe, whom she met when the film star decided to become an actress and took up with Lee Strasberg, perpetrator of the Method and father of the author. Despite the usual breathy witness to MM's "luminosity", Strasberg also gives less common testimony to the legend's blinding egotism. The American dream girl was obviously a complete nightmare. She couldn't hear a sad story without interrupting "That's so like my life"; she told her well-rehearsed sob stories "like some people tell jokes"; she personalised everything. The word "Jewish" came up in the conversation: "It's like the Jews are the orphans of the world," Marilyn piped up. "Maybe that's why I feel so close to them." Strasberg never actually criticises her subject, but then she doesn't need to, the image that emerges does her dirty work for her. Acutely aware of her own sensitivity, keen to blame others and as keen to paint herself as the injured party, Marilyn, whose pet name for herself was Zelma Zonk, had a vested interest in keeping reality at bay.

As Arthur Miller wrote: "She seemed able to see only that she had been victimised and betrayed by others, as though she were a mere passenger in her life. But like everyone else, she was also the driver, and how could it be otherwise? I suspected that she knew this but could not bring herself to admit it." And Strasberg, against all fashionable evidence, would seem to concur: "Something I do know is that Marilyn was not the victim she's been painted."

Ancient in body and soul

Philip Howard

**IN AND OUT
OF THE MIND**
Greek Images of
the Tragic Self
By Ruth Padell
Princeton University Press, £18

Classical scholarship is one of the oldest academic disciplines; far older, for example, than theology or economics, or even geography. Because its texts and topics have been ploughed backwards and forwards by scholars for so many centuries, books about the classics can seem Tersiphoere on the point of a pin. Of course, the foundation documents of Western culture must be reinterpreted for new generations and their modern obsessions. But what new can there be left to say after the masters, from Servius to Kenneth Dover, have combed through the material before us?

It is therefore a blue-scelic occasion to get such an original book about the classics as this. Putting it crudely, it deals with the old Greek words for their innards, which we translate inadequately, as blood, heart, liver, spleen, mind, semen, midriff and womb, and some of which we cannot translate at all. And it shows how the ancient Greeks used these words for the mysterious processes inside their bodies as biological and daemonic metaphors for emotions, and formed our modern European notions of mind and self.

These strange words, from a civilisation almost unimaginably different from ours, have acquired barnacle layers of semantic connotation down the centuries. We cannot even tell whether the Greeks thought of words such as *phren* and *thumos* as concrete or abstract, or a bit of both, or sometimes one and sometimes the other. But when we say, "My heart leapt", or, "My blood froze", we are dabbling in deeper waters than we realise.

The author has taught classics at Oxford and London universities, and she has a close knowledge of the texts, particularly the tragedies, Homer, and the neglected medical writers. But it helps to make it different that she is a woman, a feminist, a lover of modern Crete, and a poet, with a much wider range of references, particularly to Freudian psychology, anthropology and contemporary literature than the average classicist. She is also not afraid of making jokes, which is always a risky business in this witless world.

Ancient Greece was a male-dominated society, where women's bodies and lives were dark, indoors and dangerous. Tragedy explored the dark and terrible side of things, and showed that for a while they could be brought into the daylight and made good. The actors and tragedians were all men, but their memorable characters are mostly women. The spectators sat far away from the performers, on that hill in bright sunlight above the theatre. In the centre of the spectacle was a little hut into which they could not see. The plots were violent, but the violence took place off-stage. They inferred it from the words spoken by the masked figures making their entrances and exits, in the same way that they inferred inner movements of the mysterious parts of the body and external daemons from rage, lust, fear and the other emotions. Occasionally they saw the results of tragedy when the hut was opened to show a corpse or two.

These are some of the oldest and most complex ideas in the Western world: the connections between mind and body, sanity and madness, human and divine, tragedy and life. Ruth Padell has produced an original work of scholarship that makes even those outside the discipline think twice about their everyday cast of thought. It is a gutsy piece of work.

Painting out his wild life

Claire Monk

ROTH
By Glyn Hughes
Simon & Schuster, £14.99

**CHIEFLY ABOUT
HOOKE**

By Tony Sullivan
Andre Deutsch, £13.99

art which Hughes puts in her mouth make these passages the weakest in the book. The large "masculine" gesture wins out once more — but perhaps this is in keeping with the pessimism of this novel.

From the great artist to the risibly small. Central to *Chiefly About Hooke* is the superficially contemptible figure of the unpublisched author — and in its misanthropic narrator, pedantic young secondhand bookseller Simon Cleaver, Tony Sullivan has created a truly objectionable mouthpiece on the subject.

A t Sam in a wealthy Hertfordshire village, the great abstract expressionist landscape painter Leonard Roth — a lumbering 71-year-old hellraiser in dishevelled biker gear, out of his brain on drink and assorted anti-depressants — is led to the ambulance which will speed him away on his final journey. The whole village has risen before him to bear him along, in halting, incomprehending witness.

Beginning and ending with the events of that final day, Roth is first and foremost a cautionary exposé of the process by which the artist's manipulated public persona invades his inner life until the point of the self-destructive genius becomes reality. Landscape is a lemnotti — the dark northern landscapes of Roth's youth, the Mediterranean landscapes he paints, and his mental landscape, haunted by dead contemporaries and the ghosts of his Jewish forebears in the Nazi death camps.

Another theme, less convincingly explored, is the split between the masculine and feminine in art, for Roth's rise has been paralleled by the tactical destruction of his wife Dorothy's painting career by the dealer supposedly representing them both. In later chapters her voice takes over, a countervailing force to her husband's vast, violent canvases and excess testosterone. The stock feminist views on "male"

Unhealthily attached to his divorced older sister Marion, Simon is horrified when she returns from a one-week package holiday with a new man in tow. Forty-something, further education teacher Vincent Hooke is a trunkful of rejected novels (epitomised by a self-dramatising semi-autobiography entitled *Few Are Chosen*); worse, he mistakenly sees Simon (author of a pulped monograph on George Gissing) as his entrée into the World of Books.

Sullivan's deadpan comedy shares with Roth a sense of the changing North (here, a tweed Pennine town overrun by vegetarians and restaurants), the elusive nature of creative struggle, and the edgy ambivalence of the women compelled to play midwife to its male manifestations. After a sluggish start, he has enormous fun throwing together the mismatched men, especially on a climbing expedition which Hooke accidentally saves Hooke's life.

In the most telling moment, a London publisher who has agreed to meet Hooke on the assumption that he's a promotable youngster freezes on the spot at the sight of his mothballed suit and thinning hair. The "fearless purity of one who has never known failure" is pitted against the unshakable optimism of one who has; but Sullivan's real target is the smug apathy of those who never try.

Madonna, mother, Maggie, Aunts Maire and Emily are the women in McMahon's boyhood and adult life to and from whom he runs. Bolger's antipathy to his

High heels and haloes

Alison Roberts

EMILY'S SHOES
By Dermot Bolger
Viking, £14.99

TITANIC TOWN
Memoirs of a Belfast girlhood
By Mary Costello
Merchandise, £15.99

character — in the end a small, high-heeled librarian whose unheroic self-pity is hardly effaced by the possible redemption in the last few pages — is felt.

The second is made of hard, red leather with gleaming toe and spiky high heel. Aunt Emily's stiletto shoes are a symbol of all that the Madonna forbids: they are also physically controllable, unlike the feet that fill them (even when they are McMahon's own). The bewilder'd Irish lad, whose life is punctuated by mother-figure desertions, has a female footware fetish which inexplicably appears in the middle of his story.

Madonna, mother, Maggie, Aunts Maire and Emily are the women in McMahon's boyhood and adult life to and from whom he runs. Bolger's antipathy to his

obsession is well evoked, however. Unsuccessful fights



Bolger: evoking obsessions

against a craving to buy more shoes, followed by guilt and loathing, are as believable as they are inexplicable.

Mammy is equally significant in Mary Costello's novel set in Belfast. The "wee woman", based on Costello's mother in this fictionalised version of her own childhood, is an outspoken, tenaciously loved, bawler who guards her offspring with the ferocity of a lioness. Annie's mother, like everything else in this novel, is not deeply analysed and remains dimly described. She exists in big, bold strokes of vulva-induced Gaelic wisdom. Similarly, father is an ulcerated IRA sympathiser who knows best, keeps his head down and nuts at mother's peace efforts.

The novel is in episodic form, linked by Annie's earthy first-person humour and by the Troubles, the horror of which is doubled by its casual telling. More Bosnian than British, the banties of Andersonstown are described with a strategic bathos. "About four o'clock on a grey Holy Thursday afternoon, Mary Dillon, wife of Jimmy, mother of 12, was killed in the crossfire by an unidentified bullet... A bullet in the chest and two pounds of beef sausages, a

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Opening up the book of life

A French charity-funded research group has surged ahead in the cataloguing of the human genome, says Mick Hurrell

A team of charity-funded French researchers aims to achieve by the end of this year a feat which was expected to take thousands of scientists worldwide most of the 1990s to accomplish.

Researchers at Genethon, a new high technology laboratory near Paris, have made dramatic progress in one of modern science's greatest challenges: cataloguing the chemical sequences contained in the human genome.

Decoding the vast chemical puzzle of the genome, the biological blueprint that carries all the information needed to create a human being, will help to identify the abnormal genes responsible for more than 3,000 human genetic disorders. The scientists have developed a new technique for handling long stretches of DNA, the chemical building blocks of life, thus making the task of mapping them much quicker.

According to the project leader Professor Daniel Cohen, Genethon expects that 99 per cent of the entire genome will be sequenced by 1999. His claim has stunned geneticists collaborating on the massive International Human Genome Project (HUGO), a United States-led, \$3.5 billion effort to map the genome which has been called "biology's equivalent of the moon landing".

HUGO's completion date had been estimated to be 2006: so eagerly awaited "gene therapy" treatments for diseases such as Alzheimer's, Down's syndrome and muscular dystrophy are now much closer.

No other group in the world has made such rapid progress

everyone who works at Genethon has an obligation to succeed, says Professor Cohen: "We are conscious of that duty."

The genome can be thought of as a biological encyclopedia containing all the chemical instructions to make a human being. Every human cell carries a complete set which comprises 23 pairs of sausage-shaped bundles of chromosomes: the individual volumes which make up the encyclopedia.

Each chromosome is made from thousands of genes — the chapters in each volume. There are thought to be about 100,000 genes in the genome. Every one controls a particular trait of the body's physical characteristics and function, such as skin colour or the likelihood of balding.

The paper and print of each volume is deoxyribonucleic acid, more commonly known as DNA — which in turn is made up of building blocks called nucleotides. The precise ordering of the nucleotides on particular strands of DNA represent the words in each chapter, which together describe the biological "meaning" of each gene. Each gene chapter can be between 2,000 and two million nucleotide "words" long.

The first task facing HUGO researchers is to determine the location of each gene on each chromosome — in other words, locating the start of each chapter. They then have to establish the nucleotide sequence of the DNA in each gene. It is an enormous task equivalent to reading every word in the encyclopedia: a total of about three billion words.

Professor Cohen's team has already reached the stage of locating separate chapters for one-quarter of the entire encyclopedia — including virtually all those for the smallest volume, called chromosome 21. It is thought that this chromosome carries the genes responsible for causing Down's syndrome, Alzheimer's disease and certain forms of epilepsy.

They now expect to have located the genes on 90 per cent of the entire genome by the end of this year. According to Professor Cohen: "The last 10 per cent will be the hardest." However, with international collaboration, this initial Task will be "100 per cent complete by 1995, for sure".

Genethon was established just two years ago by AFM in co-operation with the Centre for Study of Human Polymorphisms (CEPH), a French genetic research centre. The money raised by the first three telethons was invested in new

buildings and equipment at Evry, near Paris. Inside, the laboratory is almost totally automated — making it unique in Europe. Robots and automatic testing equipment have helped to accelerate the mapping programme.

Bernard Barataud, AFM's president, has pledged the non-profit-making Genethon to mapping the entire human genome, rather than limiting it to the genes involved in the 40 or so known forms of muscular dystrophy, AFM's main concern.

So, unlike scientists in other laboratories who face pressures to focus their efforts on a handful of specific genes for common hereditary diseases to ensure a quick

investment return, the 150 Genethon researchers are free to concentrate on mapping entire chromosomes. "There is no glory in cloning, but they are limited by the length of DNA they can reproduce. Then in the late 1980s, the yeast artificial chromosome (YAC) was invented in America. It could hold and replicate strings of up to 200,000 DNA nucleotides.

By first modifying both ends of the DNA string to be multiplied, yeast cells are "fooled" into thinking that it is one of its own chromosomes and so it replicates with each cell division. It had been widely thought that the YAC could not be improved upon. However, Genethon scientists decided to take a risk by investing the equivalent of

they are biologically "cut" into more manageable lengths.

Bacteria were originally used for cloning, but they are limited by the length of DNA they can reproduce. Then in the late 1980s, the yeast artificial chromosome (YAC) was invented in America. It could hold and replicate strings of up to 200,000 DNA nucleotides.

Cloning is an established technique — it involves inserting a length of DNA in a fast-replicating organism to generate a large number of exact copies.

Human chromosomes are too long and complicated for scientists to map them as a whole. Instead,



Ahead of its time: researchers at the Genethon new high technology laboratory near Paris

50 person-years' work into trying to make it better.

Their reward is the "megaYAC" — an artificial yeast chromosome capable of storing one million DNA nucleotides, or a five-fold increase in capacity. Chromosomes can now be mapped using far fewer sections. Chromosome 21, for example, is spread over 250 megaYACs. The complete genome will require 30,000 megaYACs.

The final stage of the genome project will involve reading the chemical sequences which make up the genes. Geneticists have already translated and established the biological function of 1,000 genes in the genome — most famously the gene which causes the lung condition cystic fibrosis. But this represents just 19 per cent of the total gene set, so there is much work still to be done.

Professor Cohen's team is already developing new techniques to sequence the genes. In two to three years time he believes these will make the task cheaper and speed-up analysis by a factor of ten.

Crucially, Professor Cohen has decided not to patent the DNA sequences which Genethon's advanced research will identify. The first mapping results will be made freely available to the international HUGO community. Professor Cohen has also added his support to scientists critical of US and British attempts to patent more than 2,000 newly sequenced fragments of DNA before their genetic functions have been identified.

"It is quite ridiculous," he says. "There are many reasons for not patenting. The first is moral: no one should try to own something that belongs to everybody. Nothing is being created, we are only describing what is already there."

"Accumulating the sequence will be relatively easy, discovering the genes among the sequence will also be relatively easy. Then we must transform that into biological function. To understand the function of the gene is the purpose of all biology — the great challenge."

"Data must be made available for science. If we start patenting, it will encourage secrecy and we will not get the best out of the genome. We should not compete in finding the sequence, but in how the sequence is used — to make better products."

Many people are concerned that the power to programme human health and behaviour, promised by the unlocking of the secrets in our genetic code, will bring dangers of abuse in the wrong hands.

Professor Cohen agrees that caution is necessary. "It is obvious that this is risky, and this should not be underestimated: We should have international rules to control its use and we have to educate our children to adapt to a new type of society."

"But," he says, "we have a window of ten years to set up such routines. Nothing should be done to slow down this research — the urgent thing now is to cure genetic diseases."

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UPDATE

Paradise lost

HAWAII is described as the "extinction capital of the world" in a report by the United States's National Research Council.

Much of America's list of endangered species is made up of Hawaiian plants and animals, the study says. The report makes specific conservation proposals for the Hawaiian crow, *Corvus hawaiiensis*, whose numbers have dwindled to an estimated 11 adult birds.

Rather than trying to breed the crow in captivity, the panel of council scientists believes that eggs should be removed from nests and incubated in the laboratory. The young would then be released back into the wild. This might help to increase the level of laying, too, as female Hawaiian crows will re-lay if they lose their eggs.

Deforestation is believed to be an important cause of the bird's decline as Hawaiian crows build nests in tall trees and feed on native fruits. The council is advising that a forest reserve be established in the Kona District.

\$1m windfall

THE Wellcome Trust, the medical charity which this week announced that it had raised more than £2 billion on the stock market for research, is to give £1 million to a team at Trinity College, Dublin, which is trying to unravel the genetic cause of retinitis pigmentosa.

The disease, an inherited form of blindness, affects about 1.5 million people worldwide. It is caused by the death of rod cell's in the retina, which get replaced by areas of pigmentation. The condition can lead to night blindness and sometimes complete loss of sight.

The team, led by Professor Peter Humphries, has been researching into the genetic cause of the disease for more than six years. It has discovered genes linked with the disease and believes that the funding will allow it to identify more.

Wellcome also announced more than £50 million of fresh research projects, which may help to stem the loss of talented researchers from Britain to the US and elsewhere.

Heavenly origins

PICTURES transmitted from the Galileo space craft of the Gaspra asteroid provide the best evidence so far that the rocky mass originated from a bigger heavenly body.

The pictures, which are being studied by a team at Cornell university, were taken during the probe's encounter with Gaspra last October and have three times the resolution of previous ones.

"But," he says, "we have a window of ten years to set up such routines. Nothing should be done to slow down this research — the urgent thing now is to cure genetic diseases."

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Saxons pay the price of neglect

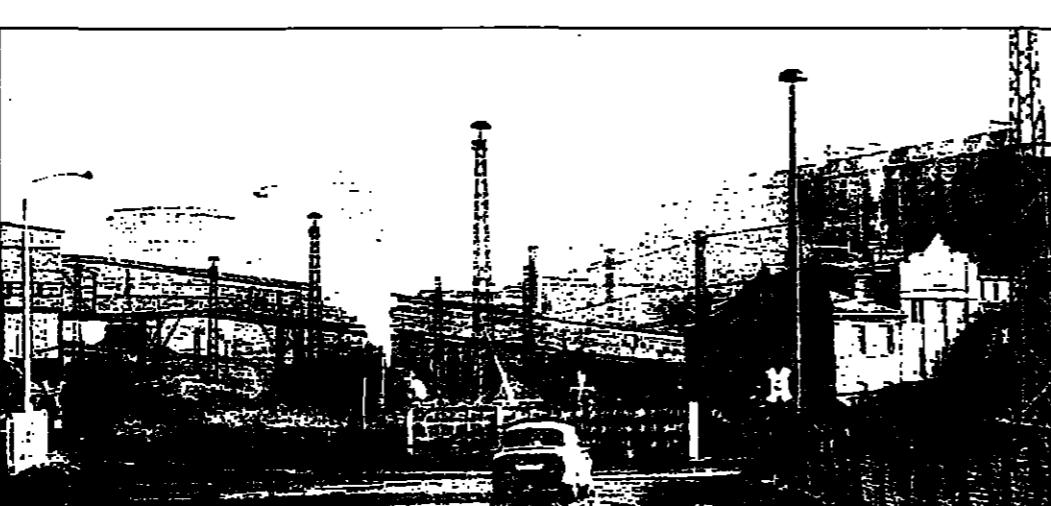
Welsh know-how will help Saxony to clean up its environment

Opencast mining has devastated the environment of Saxony. Massive lignite mines — one of which covers 54 sq km — has caused DM16 billion worth of damage, turning vast tracts into toxic moonscapes.

Two years after reunification, the former East German state is determined to clean up its act. And after representatives visited Wales to see how the principality reclaimed its former industrial wastelands, the Saxons decided to follow suit.

The Welsh Development Agency's land reclamation skills are being sought to remove almost 100 brown coal slag heaps that are causing toxic acid discharges into local rivers. The Spree, which supplies Berlin's drinking water, is one of the affected rivers.

As well as decontaminating and reclaiming redundant tips, the Saxons also want help to control pollution emissions at working mines. "Clouds of brown grey dust surround diggers which collect the lignite from the mines," says Hartmut Biele, of Niesky, one of Saxony's county councils. "The



Familiar sight: the environment was not high on the list of priorities of the former East Germany

lignite is then transported along conveyor belts to power stations which are often located in the centre of inhabited mining areas.

These power stations supply 80 per cent of east Germany's electricity and many, such as the one at Boxberg, belch out sulphurous fumes over homes only 500 metres away. "Back in the communist days, the authorities ignored the health problems," Mr Biele says.

"We are now trying to rebuild the power station according to safe Western standards. But fumes are only one of the problems people

have to contend with. There is also the dust that is sometimes so thick that drivers cannot see where they are going in daylight even with their headlights on."

Rhein Brau, a west German lignite company that mines between Cologne and Aachen, is considering taking over some of the Saxony pits. But, unsurprisingly, it does not want to buy the associated environmental problems.

Mr Biele is worried that Saxony will not be able to afford to carry out the necessary improvements. With only DM150 million at its disposal

for regeneration, it needs DM42 billion to upgrade its water supply and a further 32 billion jointly with the neighbouring state of Brandenburg to clean up the lignite mines.

"Without help from Bonn and the European Community we will not be able to clean up our environment," he says. But even more worrying are the schools and kindergartens built of low-quality asbestos that are powdering away around our children."

Saxony will need all the Western know-how it can get to remove the legacy of 40 years of neglect.

Gorlitz and Frankfurt are to be developed jointly with Welsh companies.

The Saxons are also reverting to their pre-war source of energy, the Neisse. Two hydroelectric power stations are being re-established along its banks, and the Germans are working with their Polish neighbours on developing straw and wood-burning power stations.

Saxony regards itself as a gateway to eastern Europe and, to attract tourists to Poland and Czechoslovakia via Germany's most eastern airport, Welsh biotechnologists have been brought in to decontaminate Rothenburg airport.

Formerly a training base for the GDR air force, the soil is heavily polluted by kerosene engine fuel. The adjacent Neisse must also be cleaned, because kerosene seeping into the water has rendered the river flammable.

The natural environment is not the only victim says Mr Biele. "Some of our flats were insulated with toxic steel slag from a steelworks near Dresden. But even more worrying are the schools and kindergartens built of low-quality asbestos that are powdering away around our children."

Saxony will need all the Western know-how it can get to remove the legacy of 40 years of neglect.

IOLA SMITH

Museum warehouse to be a showpiece

A new store for the Science Museum, at Wroughton, Wiltshire, will be such an advance on present storage facilities that it will almost be an exhibit itself.

For £2.75 million, a 3,200 sq metre store is being built in the grounds of the old RAF station near Swindon, where the museum already uses five former hangars to keep some of its bulkier material, such as aircraft, trams and the larger ranges of steam engine.

Not only will the store, on which building begins in September, have an electronically controlled environment to preserve such items as early telephone switchboards and radar equipment, but

there will also be a specially devised system of access. Because the objects are so large and immovable, visitors will be taken to them using computer technology and robotic transport.

Visitors will key in the details of the items they want to see and be taken to it on a computerised trolley. "We believe it is the most up-to-date conception of a science museum facility," says Suzanne Keene, the museum's head of collection management.

The new store, which will take over from a rented unit at Hayes-West London, and should be completed by next June, is part of a major programme initiated by Dr Neil Cossons, the director, of

far more complex than for art objects, and we have a lot to learn. How do you conserve computer software, for instance?"

Miss Keene has 29 conservators and technicians in a museum where, three years ago, there was but one scientific officer. There is no national training in the conservation of scientific and industrial collections, and three years ago the museum began its own course, which is about to produce the first graduates. The Wroughton store will be fully open to the public within four years of its opening. The five open days a year for two of the hangars will continue.

SIMON TAIT



Keene: "We still have a lot to learn about conservation"

Millennium merriment

In a move that may mark the

opening of the end-of-millennium season, a small society has been placing advertisements in national newspapers claiming that Halley's Comet is out of control and heading back to earth.

The claim, by the previously unknown Scientific Forecasts Society, has bemused astronomers. They do not expect the comet, which orbits the sun on a 76-year cycle, back until about 2061. It was last nearby about six years ago. Mark Bailey, an astronomer specialising in comets and a senior mathematics lecturer at Liverpool Polytechnic, said that the claim seemed to mark the start of millennial activity.

Towards the end of centuries, and particularly at the end of millennia, writers and historians have witnessed a rise in prognostication, fortune telling, occultism and general curious behaviour believed to be linked to fear or optimism about what the next 100 or 1,000 years may hold. "I guess such forecasts will become increasingly popular as we reach the date," said Dr Bailey, who has studied the way comets have behaved history and cultures.

The society, based in Hampstead, northwest London, claims to be acting on the calculations of a modern-day Nicolaus Copernicus, the man who argued that the sun rather than the earth was at the centre of the solar system. Zoe Richmond, the society's secretary, confirmed that it was serious about its claims. Halley's Comet had suffered an explosion in March 1991 which had sent it wobbling into a swiftly returning orbit where it would disintegrate in the atmosphere, triggering "cosmic fireworks", she said.

Their "latter-day" Copernicus emerges as Sister Marie Gabriel, a member of the Carmelite order, who had predicted the "perfectly well defined orbit" of the comet. "It is now understood that the comet is on a 76-year orbital path and will pass closest to the Sun in 2061," said Dr Richmond. "It is also understood that the comet will pass closest to Earth in 2061, and that it will be visible to the naked eye in 2061." NICK NUTTALL

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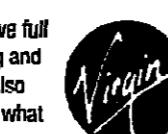
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Entertainment Industry

Surrey

General Manager - Video

Fast moving, deal orientated and successful, this substantial international plc specialising in the acquisition and exploitation of audio and visual rights is a leading independent in the music and sell-through video industry. Commissioning a wide range of programmes for subsequent worldwide distribution through a variety of different channels to strict budgets and timetables is an intense operational challenge. An entrepreneurial General Manager with energy and commercial acumen is now sought to develop the video side of the business further.

THE ROLE

- Reporting to the Executive Chairman, responsible for all aspects of the video business including rights acquisition, marketing and stock control.
- Co-ordinate production, administration and marketing staff to produce a timely, high-quality and profitable product.
- Identify new opportunities and maximise the commercial potential of them by adding value through innovative advertising and promotion.

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Please reply, enclosing full details to:
Selector Europe, Ref. S1133072M
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Syle Road, Manchester M22 5LG

The Role & Development of the Recruitment Industry in the 1990s

The first national conference of corporate and professional recruiters focusing on key issues that will affect the growth and success of professional recruitment companies in the 1990s. October 8th 1992

Speakers include:

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- ◆ Richard Boggis - Rolfe, Chief Executive - NB Selection Ltd
- ◆ Tony Mills, Director - BNFL Enterprise Ltd
- ◆ Richard Pearson (Chairman), Director of the Institute of Manpower Studies, IBM UK Limited, The IMA
- ◆ Dr. Jordan Lewis (Keynote Address), The world's leading management consultant on Strategic Alliances & Partnerships
- ◆ Chris Kelly, Chief Executive - Reed Personnel plc
- ◆ Nigel Corby, General Manager - P-E International plc Interim Management Division

Other speakers include executive and management consultants, John C. Kotter, The Institute of Manpower Studies, IBM UK Limited, The IMA, etc.

The conference will be held at The Conference Centre, 103 New Oxford Street, London WC1A 1AA. For credit card bookings and a free Administrator, CBI Conference

379 7400 - Fax 071 497 3646

THE SUNDAY TIMES

THE SUNDAY TIMES

Human Resources Manager

Thames Valley

c. £45,000+car

A market leading information systems company with a U.K. turnover in excess of £120m and c.1500 staff requires a new Human Resources Manager. The organisation has enjoyed sustained, profitable growth in a demanding and volatile market by maintaining strong customer focus and minimising central bureaucracy.

The position is strongly orientated towards Organisation and Management Development although, as part of a small generalist team, the jobholder will be expected to contribute to a wide range of H.R. issues. The successful candidate will manage a team of 3 professional trainers and work closely with all levels of management in defining and meeting O.D. and M.D. needs.

Candidates must be generalist H.R. professionals with first class influencing skills, experience of managing rapid change and a high level of personal credibility. Ideally graduates aged between 30 and 45, applicants should be motivated by making a contribution to the bottom line. Individuals with a strong need for sophisticated and extensive support resources are unlikely to succeed.

Our client offers a salary package of around £45,000 plus a comprehensive range of benefits including a fully expensed company car.

Suitably qualified candidates are invited to send their c.v. to David Abbott at the address below or fax it to him on 0628 486221.

David Abbott and Partners

65 High Street, Marlow,
Bucks SL7 1AB. Tel: 0628 481888

Consultants in Executive
Recruitment and HR Management.

David Abbott
and Partners

IS PROJECT DIRECTOR

up to £40,000 + Car

We are searching for an experienced Project Director to manage the selection, procurement and implementation of major information systems for a consortium of five leading hospitals in East Anglia. The objective of the project is to provide information systems to support the delivery of high quality patient care at each of the Consortium hospitals. By joining forces, economies of scale are expected, but the delivery of IS systems must be of paramount importance.

For this role we are looking for an experienced IS professional who has delivered complex high value IS solutions in a multi-site environment. You will be working with and supporting project managers on each site and your prime role will be to provide technical

Cambridge

vision and expertise and to deliver the systems on time and to cost. Educating users and gaining their commitment will be a critical part of this role. You must, therefore, have the intellect, communicating and people skills necessary to move a complex multi-faceted project forward. An understanding of PRINCE project management methodology is desirable.

The post will be a fixed term contract from September 1992 to June 1994.

To take matters further, please send your curriculum vitae to the Consortium's adviser, Geoffrey King, Cambridge Recruitment Consultants, 11 King's Parade, Cambridge CB2 1SJ. Tel 0223 311316. Fax 0223 316152. Please quote reference PD/HC/ST.

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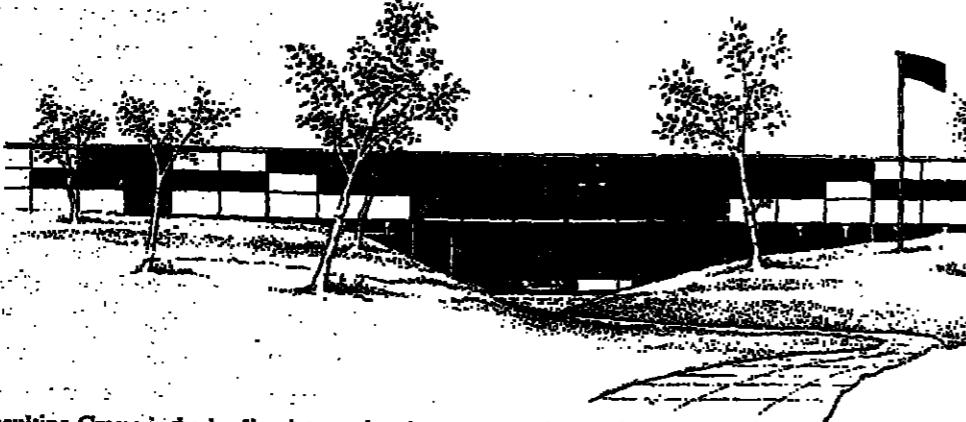
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TECHNOLOGY MANAGEMENT



PA Consulting Group is the leading international management and technology consultancy. At our Cambridge Laboratory we harness the power of technology to:

- develop new products which provide differentiation in the marketplace and increase market-share;
- develop new processes which enhance manufacturing flexibility and profitability;
- develop technology strategies which support and enhance our clients' business strategies.

Our Technology Management Group has created substantial demand for its services to help clients with critical business issues including R&D effectiveness, technology strategy, diversification, and new business development.

To support and stimulate continued growth, we are looking for dynamic, highly motivated professionals who are able to develop the market for the group's

services and operate and lead consultancy assignments.

To complement our existing range of skills we are particularly interested in hearing from people who have an in-depth knowledge of the electronics manufacturing industry, preferably with some experience of telecommunications.

With a strong technology background, preferably supplemented by a business or marketing qualification, you should be able to demonstrate a clear understanding of business issues, ideally obtained through profit responsibility for a product or service, and should have consulting experience.

Salaries and other benefits will be compatible with the high quality of staff we are seeking.

To apply, please send a full cv or telephone for an application form to Jan Halson, PA Consulting Group, Cambridge Laboratory, Melbourn, Royston, Herts SG8 6DP. Telephone: Royston (0763) 261222. PA is an equal opportunity employer.



PA Consulting Group

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Head of Recruitment

Recruiting internationally for Inmarsat - the world leader in mobile satellite communications

Excellent salary + benefits

Managing the recruitment section within Inmarsat's London headquarters Human Resources function will present a stimulating career challenge for an experienced international recruiter.

Inmarsat is an internationally-owned, commercially-oriented co-operative, backed by 65 member countries, which leads the world in the provision of mobile global satellite communications for commercial and distress and safety applications at sea, on land, and in the air. With some 600 people from

over 50 countries, Inmarsat operates in an unusually cosmopolitan environment.

You will be responsible to the Manager Human Resources for controlling every stage in the recruitment of all staff - technical and non-technical, regular and short-term assignment - potentially from any country in the world. The writing and maintenance of HR policies, programmes and procedures and the development of effective communications materials are among your other key tasks.

With your future responsibility for providing a full HR service to specific operating divisions of the company, this is a senior position in which you will use the supervisory,

international recruitment, and broad generalist HR experience you have gained in high-tech industry.

Degree or IPM-qualified, computer literate with excellent verbal and written communication skills, tolerance and sensitivity to different nationalities, you must be prepared for some overseas travel.

Salary will reflect the high level of competence, experience and qualifications we require, and a first-class benefits package is provided.

To apply, please fax or mail full career details to Mike Stockford, Ref: HR/MS, PA Consulting Group, 123 Buckingham Palace Road, London SW1V 9SR. Facsimile: 071-333 5050.



Royal Mint Deputy Master (Chief Executive)

The Deputy Master (Chief Executive) of the Royal Mint is responsible to the Master of the Mint (the Chancellor of the Exchequer). The present Deputy Master is due to retire shortly, and a successor is sought.

The Mint operates, both as an Executive Agency and a Government trading fund. It manufactures and issues standard coin for the United Kingdom, and has a major international presence in the markets for standard and collector coin, medals, seals and related products, with a total annual turnover in excess of £80m. It has a modern manufacturing facility in Llantrisant (South Wales).

The successful candidate for this unique and demanding post will be responsible for the commercial and financial performance of the Mint, and will be the main provider of advice to Ministers on the coinage. He or she will offer a mix of proven commercial acumen and representational skills as well as political awareness and an undoubted capacity for strategic planning. The appointment which can be based in London or Llantrisant, will be for 3 years. This term may, by agreement, be extended.

salary, including performance bonus, will be up to £60,000 per annum, but more may be available for a candidate with exceptional qualifications and experience. Pension benefits are non-contributory, other than 1.5% for family benefits. Relocation assistance may be available.

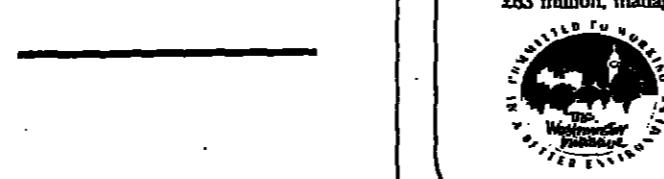
For further details and an application form (to be returned by 28th August 1992), write to Recruitment & Assessment Services, Alconcon Link, Basingstoke, Hants RG21 1JB or telephone Basingstoke (0256) 468551.

Please quote ref: B/93/1684.

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ROYAL MINT



Managing Director Computer Services Industry

Circa £100,000 Package

Location: North Midlands

This is an outstanding opportunity for an all round professional to lead the profitable growth and development of a leading software house.

Our client, a subsidiary of a major UK public company, is a supplier of software packages and support services employing over 100 professionals. Its strong sales and marketing culture has established dominant positions in a number of its vertical markets.

They now wish to recruit an ambitious, energetic and determined individual to take on responsibility for the bottom line performance. The exciting challenges facing the chosen applicant will be to control the cost base, implement professional management controls, maximise growth potential, strengthen the sales and marketing functions and formalise product development programmes.

HARVEY NASH PLC

DRAGON COURT, 27-29 MACKLIN STREET, LONDON WC2B 5LX TEL: 071-333 0038

SEARCH & SELECTION IN INFORMATION TECHNOLOGY

CONSULTATIVE ROLE c£40,000

Manufacturing & Distribution

With manufacturing sites replicated throughout the UK, our client is seeking to assign a number of management level personnel throughout their businesses. Your initial role will be to review existing plant procedures, measuring production planning and processing efficiencies. Working in project teams where necessary and operating within a pre-determined policy, you will act as a change agent. Your brief will be to improve productivity, planning and forecasting, introduce manufacturing disciplines and operator training systems.

Ducheyne Executive, International Management Recruitment, Runnymede Malthouse, Runnymede Road, Egham, Surrey, TW20 9BO

DUCHEYNE EXECUTIVE

W.London Founder Member Search & Selection Assoc.

Your ultimate goal will be to maximise Return on Capital Employed, develop Total Quality Management and influence BS5750. A qualified mechanical engineer with process/batch production experience you must be prepared to travel within the UK. Opportunities could exist to take up a more permanent management position as businesses change. Interested candidates should send full career details to Clive Roberts at the address below. Please also indicate your preferred geographical area of operation.

Pioneers in the design and development of test systems for the world's top electronics companies, Schlumberger Technologies Board Test - part of a \$6 billion multi-national organisation - continues to break new ground. It is not purely the sophistication of our products that sets us apart; it is the extent to which we work as business partners with our clients, helping to shape their own international progress.

Marketing Manager

Automated Test Engineering

As a senior Marketing Manager, you will control the continued success and future global direction of our two premier products - the S790 and CATE, the pioneering software that will be the very cornerstone of all our future application developments. Together they are set to earn around 50% of the division's total revenue for this year.

Developing a far-reaching understanding of each client's business will be your first priority. Only then will you be able to front presentations at the highest level, and translate customer needs into new product developments - co-ordinating all necessary promotional and training activities. As well as providing vital support to our European sales force, you will need to meet strict revenue targets and accurately anticipate a build plan that matches global demand.

Likely to be in your 30's, you have already made a visible personal impact on the success of a multi-national and high tech Marketing, Sales or Production 'test' operation. Previous ATE experience is less vital than your proven commercial prowess and genuine global outlook. A self-motivated and gifted leader, you would certainly benefit from having good spoken German and a genuine European outlook. Initially reporting to our Marketing Director, it is essential that you possess the potential to progress to an even more influential position.

In return, you can expect a competitive salary, including bonus, commensurate with your experience, and a comprehensive benefits package that includes a generous relocation allowance.

In the first instance please send your CV and current salary details to Simon Woodhams, Director of Personnel, Schlumberger Technologies, Ferndown Industrial Estate, Wimborne, Dorset BH21 7PP.

Schlumberger Technologies

Director of Social Services

Salary £65,000 and up to 15% PRP
Fixed Term 4-year Contract

Westminster City Council is recognised for its commitment to the delivery of high quality services and the practical development of the "enabling" concept. We pride ourselves on our progressive and businesslike approach to the creation of a mixed economy of service provision.

The Social Services Department is seeking to meet this challenge by separating the purchaser and provider functions in order to target services more effectively and efficiently. The process of change is already underway and the objectives are clear.

The new Director will need to be the catalyst in this process, building on the recent strategic review of the Department and leading the implementation of the change process. The Director controls a gross revenue budget of £53 million, manages a staff of 1,500 and, as a member of the Chief Officers' Board, contributes to the Council's corporate strategy.

The successful candidate for this challenging post will be totally committed to the "enabling" concept and the provision of quality services. Commercially astute, he/she will be a skilled manager of change, an innovator, a motivator and an excellent communicator.

With relevant top management experience in a large organisation, the new Director will possess both an impressive track record and the personal qualities to be able to lead Westminster's Social Services Department through a period of unprecedented change.

Please submit a curriculum vitae to Karen Hope, Alliance Consulting Group, 25 Buckingham Gate, London SW1E 6LD, and an information pack will be sent to you.

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whitehead selection

Regional Director

Business to business services

West Yorkshire
c. £50,000 + car

One of the leading names in its field, this £150m company has an enviable reputation for acquiring and operating contracts for major customers, who demand a comprehensive range of services provided to consistently high standards. An opportunity now exists for a service industry professional who can build on the strong position already established, enhance profits and develop new business.

Reporting to the Managing Director, you will be fully profit responsible for the £40m turnover Northern Region, which operates through 12 branches in the North West, Yorkshire, Humber and the North East. Support is provided by a team of operations managers, plus functional specialists in sales, finance and personnel.

Aged mid 30s-mid 40s, you must be an experienced general manager in a large-scale, multi-site service business, with a record of success in meeting challenging service quality, revenue and profit targets. Well developed negotiation and client handling skills must be complemented by the ability to direct and lead a sizeable management team. A knowledge of the service needs of large companies in the region would be a considerable advantage. (Ref 2135).

Please write enclosing CV to Stuart Spindler, Whitehead Selection Ltd,
Blagrave House, Blagrave Street, Reading RG1 1QA.

A Whitehead Mann Group PLC Company.

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Business Systems ManagerBristol
c. £45,000 + benefits

A large and successful financial services group is implementing widespread changes in culture and structure to revolutionise customer service standards.

In the IT area, new Business Systems Manager positions have been created to interface with the operating units and service their systems needs. Reporting to the General Manager of IT, this position deals with the Sales and Marketing Division, where innovative systems solutions are critical in a competitive market. It has responsibility presently for 30 IT professionals.

The role needs a well developed customer service focus with project management experience, an eye for solutions which are workable in the business context and a flair for motivating individuals within a team. You will have successfully provided IT services to a demanding sales and marketing organisation, not necessarily in financial services. This may have been through account management in an IT supplier or project management in an IT function, or possibly systems consulting on major change projects. Above all, you will have thrived where the management of systems development has kept pace with an organisation undergoing significant change. (Ref 564).

Please write enclosing CV to Robin Rogers, Whitehead Selection Ltd,
43 Welbeck Street, London W1M 7HE.

A Whitehead Mann Group PLC Company.

whitehead selection

whitehead selection

Director and General Manager

Cambridge/Suffolk Border

c. £50,000 + bonus + car + benefits

A General Manager is required by this highly successful £20m group of companies, an autonomous division of an international plc, which is a world leader and manufacturer of sophisticated, software driven, electro-mechanical capital equipment.

This opportunity is for an energetic and entrepreneurial individual to be responsible to the Managing Director for the leadership and direction of one of the most important of these companies. The role includes identification of new markets, focusing and control of engineering development, product marketing and manufacture, and carries with it full profit responsibility.

Aged 30-45, you are likely to be an electronics or physics graduate currently holding a senior sales/product marketing or general management position, with a proven record of success in developing business within the robotics, electronics or software driven equipment markets. Presence, drive, commercial acumen, motivational skill and the ability to deal at all levels are prerequisites.

Career prospects are excellent and the package includes a profit related bonus scheme, which can be substantial, stock options, executive pension and relocation assistance. Salary will not be a limiting factor for the right person. (Ref 3552).

Please write enclosing CV to James Thorne, Whitehead Selection Ltd,
43 Welbeck Street, London W1M 7HE.

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whitehead selection

Head of Personnel

To create a Central HR function

KUWAIT : Up to £50,000 + Bonus + Benefits (Tax Free)

This dynamic and highly successful Kuwait-based group has a major presence in the Middle East. Employing some 3,000 people in locations throughout the Gulf, the group comprises a diverse range of companies engaged in construction, building materials, engineering, transport and shipping, travel, automotive sales, trading and distribution.

In order to integrate its HR activities effectively into the running of the group, our client now wishes to establish a centralised personnel function, thereby creating this outstanding opportunity for a high-calibre Human Resources professional.

This is a unique opportunity to build a progressive personnel department from scratch, and develop the policies, procedures and systems necessary to contribute to the group's business success. It calls for a heavyweight

personnel generalist, degree qualified, with at least 10 years' wide-ranging HR experience gained, ideally, within a multi-national industrial or trading company.

First-hand knowledge of the Middle East is required together with vision allied to excellent strategic and planning skills. It is unlikely anyone aged under 40 will have the presence or maturity needed to establish credibility at the highest levels of management.

The attractive package includes performance-related bonus, free fully furnished accommodation, car, medical care, and generous home leave with paid airfares.

Please write - in confidence - with full career and salary details to Ghassan Yazigi, Ref. 1353/1, MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

MSL International
CONSULTANTS IN SEARCH AND SELECTION

Director of Marketing

NORTH WEST : c.£50,000 Package + Car

Our client is a recognised market leader in the service sector, offering a comprehensive range of services to businesses throughout the UK and Europe.

This is a newly scoped position within the UK operation reporting to the Managing Director.

You will recommend, implement and assess detailed marketing programmes to maximise the potential from existing products and to identify new business opportunities to ensure continued profitable growth. Key areas of focus include strategy planning, market awareness, product development, lead generation, customer service delivery, salesforce liaison and advertising and PR.

Aged 30-40, you should be a graduate with a relevant business qualification and/or an MBA. You are experienced in all elements of the marketing mix, preferably having had a classic

fmnc training with a well respected blue chip company and then succeeded in a second, non-fmnc, marketplace - ideally financial services or a technical sector. A successful track record in direct marketing/lead generation techniques is important.

You must be a proven achiever, dynamic and innovative with the ability to make a considerable contribution to the development of the business.

The position offers a first class package including an attractive salary, performance bonus, executive car and non-contributory pension.

Please write in confidence, enclosing full career and salary details, stating how you meet the above requirements, to Paul Banfield, Ref. 23096, MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

MSL International
CONSULTANTS IN SEARCH AND SELECTION

ATA CPS

Software

OTE to
£70,000

Telecommunications Manager

LONDON WC2

SALARY c.£34K PACKAGE

Arthur Andersen is one of the world's major financial services and consultancy organisations, with an unrivalled reputation for providing high quality services to clients worldwide. It has always been in the forefront of implementing state-of-the-art technology and advanced telecommunication systems to support its business worldwide.

We require an experienced Telecommunications Manager to maintain the highest standards of service by optimising our resources and recommending improvements in this vital area of Voice Communications. Managing teams including Operations and Technical Support, your responsibilities will include:

- Policies & Procedures - Regular reviews and implementation.
- Equipment - Monitoring installation of major new equipment plus related trouble-shooting at Head Office and Regional Offices, recommending and ordering new equipment.

- Budgets - Preparation and monitoring of capital and expense budget for the London Office.
- New Technology - Keeping abreast of and assessing all new developments, advising senior management as appropriate.
- Suppliers - Regular supplier contact, particularly with BT and Mercury.
- Management of Personnel - Recruitment, training and career development of staff.

Applicants, should have proven "hands on" telecommunications management experience from within a large, busy commercial company, with particular reference to administration, strategic planning and new technology and equipment. A sound technical knowledge including Data is required, along with the ability to communicate with people at all levels. Applications in the form of a detailed CV, which will be treated in the strictest confidence, should be sent to:- Louise Maidens, Recruiting Officer, Arthur Andersen, 1 Surrey Street, LONDON, WC2R 2PS.

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Call Keith Mitchell on 071-930 5041 for an exploratory meeting without obligation
Landseer House, 19 Charing Cross Road, London WC2H 0ES. Fax 071-930 5048

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DEPUTY ENGINEERING
MANAGER

Bournemouth

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Applicants should send CV to: Miss R.J. Turner, Personnel Department, Airwork Limited, FREEPOST, Christchurch, Dorset BH23 6BR, quoting reference Number 064.

GRADUATE TRAINEES FOR 1992

We are Britain's Leading Independent Publishers and require young, articulate, numerate graduates with excellent communication skills and a business orientated manner to join our expanding management structure.

Apply to: Steve Newbold, Personnel Manager, The Northern & Shell Building, P.O. Box 381, Millharbour, London E14 9TW, sending your current C.V., letter of introduction and photograph where possible.

SENIOR ANALYST PROGRAMMERS
ADVANCED TRADING SYSTEMS
SUN, UNIX, C, SYBASE

CITY TO £40,000 + BONUS + BENEFITS

Managing a debt and equity base measured in hundreds of billions of dollars, our client has a reputation as one of the world's top investment banks.

Their dynamic approach to the challenges thrown up by a rapidly changing financial market has strengthened their global business base. This has led them into ground breaking work on systems applications - from voice recognition and artificial intelligence, to neural networks and the use of supercomputers.

Advanced systems capability is an intrinsic part of their vision of the future. Therefore, they have a serious commitment to be at the leading edge of technology. Last year alone they spent \$100 million on new systems.

These current opportunities arise from a major global migration strategy from PC systems to SUN workstations.

Millar Associates
INTERNATIONAL SEARCH & SELECTION

With several years' experience of trading systems or a closely allied area, you will take a senior role in a team developing front-end systems. These include analytical and procedural applications for equities, fixed income and derivatives.

You must have strong experience of SUN, Unix, C, RDBMS (ideally SYBASE) and be familiar with Openlook or Motif and TCP/IP.

You must also be a highly motivated and talented communicator, able to drive user relationships and be comfortable in a pressurised environment.

In return, you will be offered a highly competitive salary, performance-related bonus and benefits.

In the first instance, send a full CV to Paul Vagh, 21 Millar Associates, Suite 20, London House, 26-40 Kensington High Street, London W8 4PF, or phone today (Sunday) on 071-376 5114 or Office 071-222 2222, Fax: 071-938 3553, Quatre Ref ST250.

MAK

This is an exciting time for the development of major international and regional markets.
The new plant is already developing a strong presence in the regional sales network.

Candidates should be with experience in selling to wholesalers. Key knowledge of the industry is an advantage.

St. JAMES'S

Tayside, Scotland

Attractive Package

Marketing Manager

Define and implement a business diversification strategy
in High Technology

Our client is part of a privately owned corporation operating globally with substantial worldwide revenues. Based in Scotland, it is a leading provider of contract electronics manufacturing services to major high technology multinationals.

To meet its commitment to growth, the company is preparing to mount an aggressive business diversification strategy, and seeks an outstanding strategic marketing professional to spearhead this initiative.

Reporting to the CEO in the UK, your two major areas of responsibility will be to identify high potential market opportunities and implement entry strategies in these new product based business sectors; and to manage the existing and new business operation to achieve target revenues. Success will be based on combining professional marketing techniques with entrepreneurial drive.

GOODMAN GRAHAM
AND ASSOCIATES

8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR.
Telephone: 0923 855515. Fax: 0923 854791

You will be mid 30s-40s, a graduate, ideally with an electronic or engineering background, plus a formal marketing or business qualification, preferably an MBA. You will have a significant track record in a senior marketing role in a major corporation, and have had involvement in a business start up from concept to demonstrable revenue growth. Your personal skills will include outstanding commercial and entrepreneurial orientation, rigorous problem solving abilities and good management skills.

The attractions of this position are exceptional. The opportunity to work at the top level in an autonomous operation in a role that will provide considerable personal growth and financial reward. A relocation package is available if necessary.

To apply, please send or fax a full CV, quoting reference 4600, to Goodman Graham & Associates, advising consultants, at the address below.



Serious
Fraud
Office

ACCOUNTANTS/ INVESTIGATORS

Incisive investigation
of complex financial fraud.

The Serious Fraud Office (SFO) and the Crown Prosecution Service (CPS) are separate government departments which work in consultation to ensure that criminals do not benefit from fraud.

They are both involved in investigating and prosecuting cases of fraud, with the SFO undertaking the most serious or complex cases.

Accountants/investigators work at various levels with both organisations conducting investigations into cases of reported or suspected fraud. This may involve examining accounts and financial records; gathering evidence and questioning witnesses; preparing reports and evidence, including appearance at court; providing advice and recommendations for action.

In essence, the approach is one of teamwork. You will be required to work as part of a team which will include police officers, lawyers and accountants.

There are a number of opportunities at different levels. In all cases you should have a formal accountancy qualification and/or investigative experience in dealing with commercial crime or insolvency. A sound appreciation of commercial practice and law is essential.

These positions are based in London with salaries that are dependent on experience and qualifications and the level at which you join.

If you are interested in the challenge of investigative accounting and would like full details of the range of posts and salaries on offer, application forms can be obtained from the Recruitment & Assessment Services, Alconon Link, Basingstoke, Hants. RG21 1JB. Tel: Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: B/1694. You may apply for opportunities either with the SFO or the CPS, or both.

Closing date for receipt of applications: 17th August 1992.

W The Serious Fraud Office and the Crown Prosecution Service are equal opportunities employers and applications are invited from suitably qualified candidates regardless of sex, race or disability.



Software Sales Professional

Our client is a world leader in high value software systems for commercial and corporate lending. More than 1200 financial institutions in over 10,000 locations rely upon their products. Their blue chip client list includes 70% of the top 100 banks world-wide.

Potential business in the UK now requires the recruitment of a high calibre individual to develop new accounts in this market.

The successful candidate will be thoroughly conversant with the principles of lending/credit analysis within the banking environment. He/she will have a successful sales track record selling complex solutions at a senior level to financial institutions. Superior presentation and inter-personal skills are mandatory and an MBA or relevant degree is preferred.

This is an excellent opportunity to join a dynamic, profitable international company and to play a major role in its future European development. To find out more please contact the advertising consultant Alex Mittlesross today between 2pm and 7pm on 081 741 4221 or during office hours on 071 408 2333. Alternatively, post or fax your C.V. to Vision Human Resources, 34 South Molton Street, Mayfair, London W1Y 2BP. Fax 071 495 6273.

A MEMBER OF THE ASSOCIATION OF SEARCH AND SELECTION CONSULTANTS

OTE to
£70,000



MAJOR ACCOUNT MANAGER

This is an excellent career opportunity for a young sales professional to join a major international papermaking group and take responsibility for the development of major customer accounts in the UK.

This new post is directly responsible to the UK Sales Director and involves managing a small team charged with setting and achieving ambitious targets and developing growth through major accounts nationally and smaller accounts, regionally. Sales accountability will be around £30 million.

Candidates should be about 30 years of age, graduates or equivalent, with experience in selling industrial products to merchants, distributors or wholesalers. Key or major account management experience is essential. Knowledge of the fine paper trade and sales team leadership experience would be advantages.

The remuneration package includes a salary of circa £30,000, a car, comprehensive benefits and assistance in relocation to the South East. There are excellent career opportunities in the UK and overseas.

Applicants should write, in confidence, quoting ref. 105/ST. to:

ST. JAMES'S MANAGEMENT RECRUITMENT
33 St. James's Street, London SW1A 1HU
(071 493 1788)

The Recruitment Division of John Lloyd & Partners Limited, Management Consultants

BANKING

Business & Enterprise Manager

c £25,000 + car + benefits

NORWICH



Define the Future of Business Communications

Our client is a global leader in the provision of voice and voice/data communication products and services. Its premier position in Europe is the result of technical supremacy and a commitment to high quality support and service. As a result of planned growth within the strategic product groups, the company seeks to appoint two key individuals within the international marketing group.

Product Manager - Software

This vital role carries responsibility for the complete range of application software products, particularly for the core system range. From the initial identification of future market needs, you will drive the complete product marketing process from conception through to successful release on a worldwide basis.

The role calls for specific skills in:

- Software product management within the software or telecoms markets
- Product definition and justification on a European or worldwide basis
- Demonstrable track record of product introduction including licensing, release and promotion. Ref: 3316

These are senior appointments requiring strong, outgoing personalities to drive product issues through the organisation. With world-beating product and impressive financial/R&D resources at your command, you will have the appropriate reference number to Goodman Graham & Associates, advising consultants, at the address below.

Product Manager - Future Systems

An important and high profile role responsible for the definition and sourcing of new and factored products within the small voice systems market. You will plan future product offerings, establishing the optimum supply chain from both an economic and resource utilisation perspective.

Your background will include:

- Product management within the IT or telecoms markets
- Tactical and strategic product planning, sourcing and introduction on an international basis
- Management of high value projects, involving both commercial and technical aspects. Ref: 3316

GOODMAN GRAHAM
AND ASSOCIATES

8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR.
Telephone: 0923 855515. Fax: 0923 854791

Experienced Project/Business Managers

- Highly successful, rapidly expanding, UK Management Consultancy
- Two senior, multi-project management roles - prestigious client portfolio in a variety of industries
- Salary around £35,000 + excellent benefits inc. car + bonus scheme

Sustained growth and future United Kingdom/European expansion has led this well respected management consultancy to an exciting phase of its development.

Your new role as a Senior Project Manager is key to on-going business objectives being realised. You will assume accountability for several projects throughout the United Kingdom, principally in the manufacturing/service/utilities sector. While you are expected to adopt an "own business" approach, you will be supported by a professional team of technical/business specialists and sophisticated systems.

Aged from 28 years and degree (or equivalent) qualified, you have a record of success in a project environment, you value developing sound business/client relationships and regard the training of people as your prime focus. You have from 2 years multi-site/project experience (probably in manufacturing) and highly developed interpersonal skills. Considerable domestic travel is required; however, relocation is not necessary. Continued UK growth and established European operations facilitate numerous career paths and challenges.

Please write, enclosing full cv, Ref L3063

NB Selection, 54 Jermyn Street, London, SW1Y 6LX



NB SELECTION LTD - a Norman Broadcast International associated company
LONDON 071 493 6392 • BIRMINGHAM 021 351 4656 • SLough 0753 819272 • BRISTOL 0272 291142
GLASGOW 041 204 4534 • ABERDEEN 0224 638080 • MANCHESTER 0563 599993



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BOTTLING PRODUCTION LEADER

Glasgow Area

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THE OPPORTUNITY

- Exciting opportunity to join a team creating an organisation for tomorrow.
- Key role in setting up a greenfield site where team working and employee involvement are fundamental.
- Significant challenge to create and lead a diverse team.

THE ROLE

- Responsible for setting up and running the new production operation including processing, bottling, warehousing and distribution.
- Satisfy customer demands with a cost effective, efficient and high quality service.
- Create and maintain a team working approach to problem solving, continuous improvement and the development of people.

Please reply in writing enclosing full CV and salary details, to:
Rosaleen Murphy, Personnel Services Manager, William Grant & Sons Ltd., Park Road, Paisley PA2 6YA.



THE COMPANY

- One of the world's most successful independent Scotch Whisky Companies.
- Glenfiddich is the world's number one malt whisky and Grant's blend is among the leading world brands.
- Relocating next year to a greenfield site at Strathclyde Business Park, near Bellshill.

THE QUALIFICATIONS

- Engineering graduate, ideally with MBA, manufacturing or production management experience in related industries.
- Excellent track record and fully conversant with best practices and techniques.
- Enthusiastic and motivated team player with "shirt sleeve" approach and first class communication skills. Able to manage change and develop people.

Rewarding Your Enterprise

Norfolk and Waveney TEC is at the centre of the region's business development activities, working together with local companies in creating and implementing successful training and development strategies to enable them to start, grow and prosper.

With your key business and consultancy skills, matched by a dynamic personality and the ambition to succeed, you will have the essential qualities for this rewarding role of promoting our enterprise initiatives.

Based at our Business Development Centre in the City of Norwich, you will motivate and lead a 15-strong team in the provision of incisive and effective advice and consultancy services to both small and large companies.

You will liaise with clients and providers at a senior level, promoting our range of business development and enterprise support activities to enhance and extend our reputation as a valued business partner. You will also play an active part as a key member of our operational management team.

With experience of strategic planning, negotiation, staff management, training and development, your professional portfolio will be impressive, equalled only by your energy and diplomacy. You will also be able to display a good working knowledge of the private sector and especially the needs and aspirations of small and medium businesses. You will be educated to graduate level in a business discipline.

We will reward your enterprise with a competitive salary and benefits package, including relocation expenses where appropriate to enable you to move to this attractive region which has a mix of coastal, rural and urban environments.

If you feel you have the enterprise to match ours, then please forward your C.V. to Sandy Brand, Personnel Department, Norfolk and Waveney TEC, Partnership House, Whiting Road, Norwich NR4 6DJ. Closing date: 7th August 1992.

The Norfolk and Waveney TEC is committed to equal opportunities.

Solutions

rich with opportunity. If you want to...

MAXIMUM OPPORTUNITY
35/37 Finsbury Street, London EC2M 5AF



Head of Information Technology & Communications

Guildford
Up to £34,389 + Car

Surrey Constabulary operates a wide array of inter-departmental computer systems and microcomputers, plus two major round-the-clock networked systems, not to mention 1,500 sets of radio equipment and 1,000 networked telephone extensions - all designed to offer support at both operational and administrative levels.

We now wish to recruit a capable business manager to take responsibility for the development of an IT and communications strategy to meet the Force's evolving needs and to comply with regional and national Police standards. Co-ordinating and managing the work of a large, professional team, this is a commercially driven role calling for strong interpersonal skills as well as a broad and proven track record of IT and/or communications management at a senior, strategic level. Familiarity with structured systems analysis, design methodologies and open systems will be needed. You should also have an understanding of VHF and UHF radio transmission systems and techniques.

Your work will impact on the acquisition and development of networking and communications resources, as well as the provision of all technical advice and assistance across the Force. In so doing, you will review budgets and performance, make recommendations for change and lead their implementation.

For those with the necessary credentials, this senior appointment offers considerable scope, together with benefits which include free car, BUPA membership, contributory pension scheme, relocation assistance and mortgage subsidy scheme, where appropriate. To apply please send your CV to Caroline Richings, Consultant, Austin Knight Recruitment, Knightway House, Park Street, London Road, Bagshot, Surrey GU19 5AQ. For an informal discussion telephone her on 0276 51410 (office hours) or 081 694 8629 (evenings/weekends). Please quote reference: YR 844. We are committed to being an Equal Opportunities Employer and encourage applications from all suitably qualified candidates.

Austin Knight

Price Waterhouse

EXECUTIVE SELECTION

Training Manager

Exciting new role within a major City Law Firm
c. £45,000 + benefits London

An innovative and forward thinking law practice, the needs of the business clearly drive our client's human resource policies. This, in turn, impacts on the training of both partners and staff and is key to the continued success of the firm who now seek a specialist to spearhead their training initiatives.

Working closely with the partners and reporting to the Personnel Director, you will have responsibility for organising training throughout offices in the UK and Europe.

This is very much a hands on role. You will be responsible for programme design and you will be expected to develop and deliver courses in business, managerial and inter-personal skills. In particular you will need to develop short sharp

programmes which can be absorbed into the already busy schedule of fee earning staff. You will also co-ordinate and integrate technical legal training.

It is essential that your experience should include both design and delivery of training programmes. You must have the presence to be able to deliver courses at all levels throughout the firm - including partners. It is expected that you will bring the latest training techniques and methodologies to the practice and be able to implement training that will respond to the changing needs of the business. Clearly you should have an appreciation of the culture prevalent in a partnership.

Of high intellect and graduate calibre, you must be able to hold your

own in this type of environment. You will already have reached a senior level in a commercial training organisation, consultancy or partnership and be able to demonstrate a first class record in running management skills programmes.

Salary will not be a limiting factor for the right candidate.

If you feel you can meet this challenge, please send a CV quoting reference B/1283 together with a covering letter demonstrating your suitability for this role to Barrie Whitaker.

Executive Selection
Price Waterhouse
Management Consultants
Milton Gate
1 Moor Lane
London EC2Y 9PB
Tel: 071 939 6313

IT CONSULTANTS

Birmingham

up to £40,000 + benefits

Management Consultancy at Touche Ross is possible; the most rewarding way to use your commercial flair and experience to harness the business benefits of information technology. The Midlands unit of our Information Technology Division provides IT consultancy services to clients in both the private and public sectors and is looking for new talent to contribute to its sustained growth.

You will be joining a division of one of the largest accounting and consulting firms in the world; a firm which continually seeks to meet and exceed the expectations of its clients. Aged between 25 and 35 with a good degree, successful applicants will be able to demonstrate a record of high achievement and an ability to shape their own careers. We describe ourselves as "business people who understand IT" and are keen to recruit those who share a similar view of technology - and who know how to harness its business potential.

You should have the ability to define problems precisely and coherently and to produce innovative yet commercially-sound practical solutions. Excellent communications skills - both written and verbal - are essential to delivering the quality of service demanded by our clients.

To play your part in our success you will need to demonstrate in-depth knowledge of the systems development process, gained either from within a software development company or as a team leader or project manager interested in a large commercial or public sector enterprise. We're particularly interested in people with solid experience in manufacturing, retail and distribution, local government, healthcare or the recently-privatised utilities.

At Touche Ross Management Consultants the opportunities for the right people are second to none, and are matched with impressive personal and financial rewards. Admission to the partnership within three to five years is a real possibility for the most successful of our new recruits.

As your first step to success please send a comprehensive career résumé including full salary history and daytime telephone number to Chris Loughran quoting reference 3255 at the address below.

Touche Ross



MANAGEMENT CONSULTANTS

Colmore Gate, 2 Colmore Row,
Birmingham B3 2BN.

LIVERPOOL CITY COUNCIL
ON BEHALF OF THE MERSEYSIDE
DISTRICT COUNCILS

The five Merseyside District Councils are determined that Merseyside plays a full role in the future Europe and the Single European Market. To achieve this they have established the Merseyside European Liaison Unit. Hosted by Liverpool City Council, the main functions of the Unit will be to raise the profile of Merseyside in Europe, secure maximum benefit from EC Structural Funds (ERDF and ESF), and from other EC funding and initiatives.

The successful applicant (preferably with a degree or other professional qualification) should be able to demonstrate a thorough understanding of EC policies and programmes and have experience of dealing with both the European Commission and UK Government. As liaison will be with senior levels in the organisation concerned, he or she must possess excellent oral and written communication skills.

The successful candidate will be assisted by an appointed consultant who will advise on and coordinate European funding initiatives. Conditions of service include a flexible 35-hour working week and relocation expenses where appropriate.

Merseyside European Liaison Officer

P.O. 6

£23,910 - £25,539

(PAY AWARD PENDING)

Mr Alan Chapman, Assistant Chief Executive, will be pleased to provide further information on the work of the Merseyside European Liaison Unit. Tel: 051-225 2696/2589.

Application forms and further details are available from the Director of Personnel and Administration, Liverpool City Council, PO Box 8, Municipal Buildings, Dale Street, Liverpool L69 2DH (Tel: 051-225 2422/2426).

Closing date: - 6 August 1992.

The Council is an Equal Opportunity Employer and welcomes applications for employment irrespective of the applicant's race, sex, marital status, age, sexual orientation, religious beliefs, disability or employment status.

MANAGEMENT TRAINING CONSULTANT - FINANCE

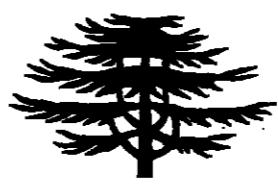
Delivering solutions in an environment of change.

WATFORD

In the face of widespread, radical change, many managers in the railway industry are continuing to develop business plans and strategies which meet complex challenges.

In order to give them full support, our prestigious management training centre, The Grove, is committed to delivering training designed around their needs. We're looking for a consultant of exceptional calibre and business awareness to help us succeed.

You will be part of a pro-active team which helps managers to examine their own business areas with the aim of improving performance. Clearly, your experience of the design, selling and delivery of means of meeting financial learning needs will be crucial.



British Rail - working towards equal opportunities.

Head of Marketing, Strategy and Economic Development

Up to £40,000 plus car

Can you:

- lead and manage a multi-disciplinary team and show leadership?
- sell a great City and develop our economy?
- show vision and develop new strategies?
- get the City Council's message across to its customers?

Have you:

- real management expertise?
- presentation skills?
- substantial analytical abilities?

Portsmouth is changing with a clear agenda to focus on customer needs. Can you contribute at the highest level?

For more information and job papers about this exciting task telephone Christine Austin on 0705 834437 (24 hour answerphone on 0705 834203) or write to her at Personnel Service, Civic Offices, Guildhall Square, Portsmouth, PO1 2AL. Closing date 20th August 1992.

Portsmouth is an Equal Opportunity Employer

Portsmouth City Council

EUROPEAN SALES EXECUTIVE

Calmic Limited are market leaders in the manufacture and supply of steel lintels, garage doors and steel components to the building industry. A progressive and expanding company, with an annual turnover in excess of £50 million, they are committed to a policy of expansion and investment in Europe, and need an experienced sales professional to join their international team, in a new high-profile role.

Reporting to the Export Sales Manager, you will play a major role in structuring the company's future strategy in Italy, and take responsibility for the sales and marketing development of Spain - a key area where trading conditions can be especially challenging, competitive and sometimes difficult. Ideally aged between 28-35 and educated to degree level, you must be able to speak fluent Spanish and/or Italian, and a third language would be useful. A minimum of five years' European sales experience, ideally selling building products via distributors, would be preferred.

Equally important will be your ability to motivate, assist and control distributors on a day to day basis, whilst developing and communicating long term strategies.

The importance of this position is reflected in an excellent salary and benefits package, which includes relocation where appropriate.

If you thrive on the challenge and excitement of a new venture, are highly mobile, and are looking for genuine career advancement with a market leader, please telephone Jan Harvey for an application form, or send a CV in strictest confidence to her at HRC RECRUITMENT & SELECTION, Northwick Lodge, Northwick, Bristol BS12 3HE. Telephone: (0454) 633555 (24 hours).



Export Sales Manager c. £30,000

Clip is a modular display system for use in exhibition stands, conference sets and graphic displays.

The display systems market is an expanding one, and Clip has emerged as the fastest growing system in Europe, with sales companies in France, Germany and Belgium, and with distributors in other European markets.

The further development of existing distributors and the identification and opening up of new export markets are key elements of the Company's growth plans, requiring the appointment of a top grade Export Sales Manager.

The attributes of the successful candidate will include proven export sales success in Europe, ability to identify and negotiate with prospective distributors, and experience in the preparation and implementation of marketing programmes. Fluency in Spanish and/or French is essential.

Whilst the post will be Bristol based it will involve considerable time spent in European markets.

Personal prospects in this young and growing group are substantial. Applicants should send CVs, in confidence, to

John Runacres, Managing Director, Clip International Ltd, Avon Works, Wick, Bristol, BS15 5EG

BARCLAYS BANK

FOR THE BIGGEST JOB ON THIS PAGE RING

0800 585 388

And quote reference number 227174

All business telephone and writing Central Office

071 935 21100 (London/World)

021 222 5721 (Midlands)

011 222 7070 (N.E.)

0313 33555 (Scotland)

REDUNDANT EXECUTIVES MANAGING DIRECTOR, £40,000 per annum from year one, £45,000 per annum from year two, 12 months contract. For full information, telephone 011 222 5721 (Midlands) or 011 222 7070 (N.E.).

calmic RTZ

HRC
RECRUITMENT

Expansion

Sales
Based

Time



Alliance Gas

New Expansion in Gas Sales & Marketing

Alliance Gas, an exciting new joint venture recently launched by BP, Statoil and Norsk Hydro, is poised to make a significant impact on the UK gas sector - currently undergoing a period of dramatic change.

The three parent companies are the largest producers and suppliers of gas in the North Sea and Alliance is excellently placed to become a major presence in a sector where the business potential will increase substantially.

As a result, several new posts are being created to ensure the company's success in its gas sales and marketing effort is maximised.

You will be responsible for developing sales and marketing activities within agreed areas or sectors. This will entail taking the initiative to identify opportunities, securing meetings with potential customers, normally at senior management level, identifying requirements and successfully negotiating sales contracts.

Simpson Crowden
CONSULTANTS

You have a sound knowledge of the UK gas business within industry and commerce and have good experience of competitive selling. Computer literate and educated to degree/HND level, you have a good level of commercial and marketing awareness and understand the complexities of energy buying.

After initial training in London you will be given responsibility for one of several areas in England and a reasonable degree of mobility is therefore required.

The package is highly competitive with a range of benefits including company car and, if required, relocation assistance.

In complete confidence, please telephone or write with CV to: John Diack, Managing Director, Simpson Crowden Consultants Limited, 97/99 Park Street, London W1Y 3HA. Telephone: 071-629 5909.

Crude Oil Supply Trading

A Senior Role in a Major International Group

This major European energy group is one of the leaders in its field and is involved in a wide variety of activities in the petroleum and chemical industries.

A range of quality petroleum products is distributed from a number of refineries through a highly sophisticated and rapidly expanding sales and marketing operation with about 2,000 outlets.

To supply the demands of these refineries crude oil is secured through the activities of its trading and supply arm in London.

As one of three traders, you will play a key role in meeting these requirements, sourcing supplies worldwide, particularly from the North Sea, Middle East and North Africa.

The package is highly competitive and reflects the significance of the post. In complete confidence, please telephone or write with CV to: John Diack, Managing Director, Simpson Crowden Consultants Limited, 97/99 Park Street, London W1Y 3HA. Telephone: 071-629 5909.

Simpson Crowden
CONSULTANTS

You will assist with the definition of trading policy and strategy and will be responsible for wet barrel refinery supply transactions, for equity sales, where appropriate, for term contract negotiations with suppliers and for trading activities.

A graduate with sound experience within the oil industry and a knowledge of refining operations, your background lies in oil trading or in planning and supply activities. Team oriented and commercially astute, you are an excellent communicator and high in initiative, creativity and efficiency.

In this international, wide ranging role you will have a direct effect on the future success and ongoing expansion of the company and considerable professional satisfaction will be derived.

SETTING A PRECEDENT IN HOUSING

RADICAL, IMAGINATIVE AND GO-AHEAD

A period of fundamental change is happening in Hackney with the Comprehensive Estates Initiative, where positive policies for the future well-being of the local community are becoming a reality. With go-ahead from the Department of the Environment for the first stage of our £200 million investment, five urban built estates will be undergoing a major programme of regeneration, redevelopment and refurbishment.

Tenant participation is actively encouraged and recognised as vital to the success of this project which will produce quality housing, new economic opportunities and social facilities, to create communities where the people of Hackney will want to live.

PROJECT DIRECTOR

up to £42k

With a track record of achievement that is second to none, you will have a background in managing-and-planning capital investment programmes. Your housing experience is less important than your multidisciplinary approach, with the vision and imagination to co-ordinate and drive the CEI project forward and the ability to integrate broader economic and social issues into a practical reality.

Your first class interpersonal skills will be utilised to the full, and your motivational force will ensure our excellent concept turns into a practical reality.

A PLANNER AND ORGANISER

With outstanding organisational ability, you will relish the prospect of putting your flair for managing people and major programmes to the test. The issues involved are complex and challenging, demanding an analytical mind with a thirst for problem solving and the satisfaction of seeing a good job done.

RESPONSIVE BY DESIGN

WHERE
LEADERSHIP
AND DRIVE
TURNS A
CONCEPT INTO
REALITY



All applications for jobs are considered on merit, with equal opportunities for women, black and ethnic minorities, lesbians and gay men and people with disabilities. Job share applications are welcome with or without a partner.

WORKING WITH PRIVATE AND PUBLIC SECTORS

Hackney CEI is a dynamic project attracting much public support. For the right individual, it is an opportunity to use your top managerial skills working with a variety of organisations within the public and private sector. There will be much close working with housing associations, local businesses, government departments as well as local community groups, where your influence will be felt and recognised.

COMMUNICATING WITH TENANTS

Improving the quality of life for our local people is the aim of the CEI. Committees of tenants and councillors with multi-disciplinary teams of Council staff based locally, will enable tenants to become fully involved in decision-making about their new homes and communities.

You must have commitment and enthusiasm for tenant participation. We need you to take a leading role in this unique project by encouraging the self-development and empowerment of tenants.

YOUR NEXT MOVE

For an application form and information pack on this position call Paul Cross on 081-533 5558 or write to him at Maurice Bishop House, Redding Lane, Hackney E8 1DS. Closing date: 14th August 1992.

Shortlisting date: week commencing 17th August 1992. Interview date: week commencing 31st August 1992.

We provide a smoke free work environment. Ref: TU146/ST.



BOOZ ALLEN HEALTHCARE INC

Booz Allen & Hamilton, the international management and technology consulting firm, serves a large number of the most important and best managed corporations, healthcare institutions and government bodies in the world. The firm's work spans dozens of industries and functions and is conducted in more than 60 countries.

Our outstanding world-wide reputation has resulted from our ability to address and resolve complex healthcare issues. Currently we are expanding our staff to address the unparalleled growth in our business. We are looking for personnel in the following functional areas:

HEALTHCARE PROJECT FACILITATORS
PATIENT CARE INFORMATION SUPPORT SYSTEMS

Responsibilities

- Lead the responsible physicians, nurses, therapists, and other caregivers through clinical protocol development, modifications, and test phase.
- Lead participants in discussion to explain goals/objective of the project, the concept and framework of protocols and a new charting methodology.
- Hold and lead training sessions.
- Help during testing process and develop and lead value verifications process.
- Hold and lead brain-storming sessions and team meetings as necessary.
- Keep project on track and meet deadlines.
- Serve as project coordinator with clinical staff.

Skills Needed

- 2-3 years of experience of working in health care environment with clinicians.
- Good communicator/possess solid interpersonal skills
- Can understand operational, strategic and organisational concepts and issues. Previous consulting experience advantageous.
- Good undergraduate degree
- MBA preferred.

As a high profile member of the Booz Allen team, you will receive a competitive salary, excellent benefits and a chance to make your mark with a world leader.

Please send full CV with salary levels to Giorgia Gainsborough-Waring, Booz Allen & Hamilton, HealthCare Practice, 100 Piccadilly, Mayfair, London, W1V 9HA.

BOOZ ALLEN HEALTHCARE INC
A World Leader in
Management and Technology Consulting

Your place at the head of a first class team

TELEPHONE SERVICE CENTRE MANAGER

c.£32,000 + financial sector benefits

Our London Regional Service Centre is the first point of contact for many customers' enquiries on personal lines insurances. As Telephone Service Centre Manager, you will ensure that these enquiries are dealt with to the highest standard.

You will need at least five years' experience in a line servicing role including management responsibility for a staff of 30 or more. You must be familiar with computerised systems and your management and analytical skills should include the ability to motivate a busy

team. The essential qualities include effective negotiation, workflow control and being able to influence colleagues. Ideally, you should have a knowledge of general insurance and automatic call distribution systems.

If you thrive under pressure, please telephone Helen Ellwood, Personnel Officer, on 071 334 4471/2 for a self assessment form. This will need to be completed and returned by Tuesday, 4th August. We are an equal opportunities employer.



Sales Manager

Based West London

Timberland is one of the world's leading multinational manufacturers and distributors of high-quality footwear, clothing and accessories - a company characterised by a rapidly growing international business.

Timberland UK, one of the parent company's fastest growing subsidiaries, is now looking for an experienced Sales Manager to direct and expand this sales growth.

Ideally aged 28-40 and educated to degree level, you must have a proven track record of sales and sales management. Your experience of dealing with high profile, quality companies will be supported by good communication/presentation skills and the ability to evaluate sales data and achieve demanding goals.

A working knowledge of French or German is preferred as is an understanding of the clothing sector.

As you would expect for such a senior position, we are offering an excellent salary, bonus and company car, together with relocation assistance where appropriate.

To apply, please send a full cv, indicating current salary, to Mrs E Reid, Human Resources, Timberland UK, Unit 5, St. Anthony's Way, Feltham, Middlesex TW14 1NH.

DRAKE
EXECUTIVE

SAUDI ARABIA AIRPORTS ORGANISATION SENIOR MANAGEMENT OPERATIONS, SAFETY, MAINTENANCE TAX-FREE SALARIES & BENEFITS

Excellent Senior Management career opportunities are offered by Key Airports organisation in the Kingdom of Saudi Arabia currently developing major facilities in the area.

Manager Operations: In this role you will be responsible for directing, co-ordinating and managing all airport operational activities to maintain safe and efficient movement of aircraft and passengers.

Manager Maintenance & Utilities: In this role you will be responsible for managing all day to day activities of airports maintenance and utilities departments, together with the monitoring of main contractor's performance.

Airfield Safety Specialist: In this role you will be responsible for implementation of standard safety rules and regulations of the airports, together with monitoring operations of airlines and handling agents.

You will need to be degree qualified in aviation, engineering, administration, or safety management, together with substantial experience and knowledge of airport systems to be considered for these exciting opportunities. Excellent communication skills, high patience and flexibility are essential characteristics for all positions. Fluency in speaking, reading and writing of English and Arabic is desirable.

Reply in the first instance by sending your CV in complete confidence to GORDON HAYES, Drake International, Cheadle House, 136 Regent Street, London W1R 5FA or FAX to 071-434 1255. Applications close Monday 10th August 1992.

ACCOUNTING SYSTEMS

TO £40,000 + SHARE OPTIONS

We are a highly successful systems integrator, specialising in business solutions for the general, commercial and financial markets. We have an enviable reputation for the quality of our products and services and are firmly established as a leading consultancy specialising in Accounting Systems.

Dramatic growth, following another record year, has resulted in a requirement for an Accounting Systems Projects Manager to take on the exciting new challenges now being presented.

The newly created and high profile role will involve leading a team of consultants as well as managing the larger and more complex projects

PROJECTS MANAGER

Candidates will be qualified or part qualified accountants with a career bias towards information technology, ideally gained in a consultancy with other systems integrators or consultancy practices. In depth experience of one or more of the leading accounting packages such as SunAccount, Terra, Multisoft or Platinum is essential.

Candidates must have main management experience and sufficient credibility to deal with clients at director level. As a systems integrator, they must be able to provide sound strategic consultancy and be fully aware of the latest developments in management practice and man management methods. The strategic importance of this role is reflected in the financial package being offered.

If you feel you have the knowledge and experience to meet the challenge presented by this outstanding opportunity, then please write enclosing a detailed CV to Caroline Bradfield, Independent Computer Solutions Limited (Herts), 36-38 Carnaby Street, London W1V 1PD. Tel: 071 494 0010.

Independent Computer Solutions

Amstrad

Sales Manager OTE £35k

We are looking for an experienced Trade Sales Manager to sell Computers and Telecommunications Products to major retail customers in consumer markets.

The successful applicant will be an energetic, enthusiastic self-starter, probably aged between 25 and 35. Experience in the selling environment will be more important than mere technical expertise.

The remuneration package consists of a salary commensurate with experience and qualifications, commission, fully expensed Company car, life assurance and private health care.

Please apply in writing sending full CV to:

Amanda Corless, Personnel Officer, Amstrad plc, Brentwood House, 169 Kings Road, Brentwood, Essex CM14 4EF.

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We're a group of specialist career management consultants who have been providing personally tailored programmes to senior executives for over 40 years.

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- an accountancy qualification and minimum 5 years' financial management experience
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This is an opportunity to develop your career in a dynamic, leading edge international organisation. To apply, please send or fax your CV to our advising consultants, Goodman Graham & Associates, 8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR, quoting reference 3902. Fax No. 0923-854791.

LIFE & TIMES THURSDAY JULY 30 1992
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SAP. THE POWER OF GLOBAL VISION.™

In 1991, SAP enjoyed the most successful year in its 20 year history with turnover growing by 42% to \$424 million. SAP is now the world's eighth largest software house.

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We are now looking to recruit the country's best sales professionals to join our highly motivated UK team.

Candidates must be experienced in negotiating with senior level personnel in major companies. A substantial basic salary is envisaged for the right candidates.

If you feel you can meet the challenges of international business, please call our recruitment advisor Brian Heywood on 0303 241970. Alternatively, please send a curriculum vitae, quoting Ref C/190, to Technology Skills Search, 17 Peckham Gardens, Folkestone, Kent CT20 2LF.

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A challenging and exciting opportunity to join a world class company about to bring the benefits of advanced communications — telephone and cable T.V. to over half a million homes in the London area.

THE COMPANY

- ◆ Is a partnership between a major world Telephone Company, Bell Canada — and a major world Cable T.V. operator, Jones Intercable.
- ◆ Will be investing over £200 million in a new state of the art telecommunications system.
- ◆ Is committed to providing "The Best" telephone and multi channel T.V. services.

SALES MANAGER (SM1) £30K Package + Benefits + Car

The Role

- ◆ You will be the person who manages the expansion of the Direct Sales Group to our Residential Market.
- ◆ You will be responsible for ensuring all the sales targets are met and exceeded.
- ◆ You will manage the sales group through a sales management team.

Qualifications

- ◆ Of graduate calibre, you should have at least 2-3 years sales management experience in a large Direct Sales organisation.
- ◆ A proven track record of successful sales and sales management roles, with a history of classic sales management training.
- ◆ Ability to energetically motivate and manage sales people while being able to implement company sales strategy.

Please apply in writing with full C.V. quoting relevant ref. number to Allison Cowpland, Human Resources Manager, East London Telecommunications Limited, ELT House, 2 Millharbour, London, E14 9TE.

MARKETING OPERATIONS MANAGER (OM1) — Residential Market

£25K + Benefits + Car

The Role

- ◆ You will be the person responsible for implementing the Marketing Plan for the Residential Market.
- ◆ You will control market research, competitive analysis, product development and promotional activity.

Qualifications

- ◆ A graduate with a recognised marketing qualification, you should have at least 3-4 years marketing experience in a large commercial organisation.
- ◆ A proven track record of successful product management, market research and promotional planning.
- ◆ Ideally aged between 25 and 32 years.

MARKETING OPERATIONS MANAGER (OM2) — Commercial Market

£25k + Benefits + Car

The Position

- ◆ This position requires all the skills and qualifications of the Residential Operations Manager. In addition you must have specific knowledge of the Telecoms Market and a Business to Business Marketing background.

MARKETING MANAGER/ BUSINESS DEVELOPMENT

Swindon

c£29,000 + car + benefits

The Research and Development Centre designs and develops advanced electronic and mechanical equipment in a Total Quality environment and operates as a self-financing business unit selling its services to the Post Office and external customers.

The Centre's emphasis is an open management in a friendly, informal and stimulating culture.

We now seek a proactive Sales and Marketing professional to develop marketing plans and strategies which, together with the sales of R&D resources, will enable us to achieve our goals. Reporting to the Director of the Business Centre you will be a vital member of the management board, directly shaping future success.

You should have at least 5 years' sales and marketing experience in a hi-tech engineering environment together with demonstrable achievements in strategic planning. With a track record in business development you will have strong interpersonal skills and credibility with technical management.

To apply, please send a detailed CV, including work and home telephone numbers, to our recruitment consultants L J Associates, 12 Celbridge Mews, Porchester Road, London W2 6EU, quoting ref no 07/370.

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OPTICAL DISK MANUFACTURE MANAGING DIRECTOR DESIGNATE

Phison Data Systems (UK) Ltd., based in the Cambridge area, is the optical disk manufacturing subsidiary of the Phison Limited Group. Though UK owned the Group is totally international, with about 85% of its business in the USA, Japan and Continental Europe. The Group's manufacturing companies, based in the UK and USA, sell optical disk storage systems as well as optical disk media.

We are looking for someone with a proven track record in high-technology manufacturing, to lead our optical disk media manufacturing company. This currently employs forty people, but is set to grow substantially with the introduction of new products.

The successful candidate is likely to be:

- ◆ A high calibre graduate in an appropriate scientific or engineering discipline.
- ◆ An experienced manufacturing manager with probably at least ten years experience in a related high technology production environment.
- ◆ Knowledge on automation techniques and highly computer literate.
- ◆ Experienced in developing reporting, planning and control systems.
- ◆ Able to lead and develop a small but varied manufacturing team through a period of high growth.
- ◆ Experienced in Quality Assurance systems to BS5750 or equivalent.

The position carries an attractive salary and performance related incentive package, together with the usual executive benefits.

Please apply as soon as possible.

Mr Yvonne A. Walker,
Personnel Officer,
Phison Data Systems
Manufacturing Ltd.,
Welling Way,
Milton Keynes, MK9 6EW.
Telephone: 01628 261446.

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NORTH LONDON

For an application form
and job pack, please

contact Yvonne Meegan,

LOLA, Tower Point North,

Enfield, Middlesex EN2 6UE.

Telephone 081-366 6611

Extension 276.

Manager — Commercial & Corporate Services

OLA is a unique centre of expertise providing advanced IT solutions across a wide spectrum of local government applications. Having invested considerably in the latest technology and the best talent, our impressive 21-year history is now reaching an exciting stage, as we begin a significant, structured expansion of our services and markets.

Due to the forthcoming retirement of our longstanding Manager of Commercial and Corporate Services, we now seek someone to join the 4-strong executive group, to take responsibility for PR and Marketing requirements, and the Client Management of major accounts — with the potential to be profit accountable for part of LOLA's business. In addition, the successful candidate will lead the corporate management team providing: Finance, Training, Personnel, Administration, Purchasing and Building Services.

Applicants will have extensive management and commercial experience — ideally backed by an accountancy qualification — coupled with the natural business acumen and initiative necessary to make an immediate positive contribution at senior level. Reflecting the importance of the role is an attractive remuneration package that includes CAR LEASING OR ASSISTED PURCHASE, CONTRIBUTORY PENSION SCHEME, FREE CAR PARKING, AND RELOCATION EXPENSES WHERE APPROPRIATE.

Closing date for applications: FRIDAY 7TH AUGUST 1992.

Service with Understanding

LOLA is an equal opportunities employer.

We welcome your application which will be considered on merit irrespective of race, sex, marital status or any disability you may have.

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The Corporation of London is the local authority for the City of London, the financial and commercial heart of Britain. It is committed to maintaining and enhancing the status of the business City as one of the world's three leading financial centres.

The Corporation is committed to expanding its public relations activities and has therefore created a senior management post in its Public Relations Department.

Reporting to the Director of Public Relations, the Media Relations Manager will play a leading role in promoting the Corporation's wide range of services and initiatives to its residents, businesses and daily working population of over 300,000.

He or she will be required to enhance the Corporation's profile in press and broadcast media; contribute to strategy formulation and programme planning; advise the Corporation's members and committees on media-related issues; oversee the work of the Press Office; exercise budgetary and administrative responsibility as required, and play a key part in the overall management of the department.

The successful candidate should have several years' media experience and strong interpersonal skills. Good writing skills are also essential as is the ability to work under pressure.

There is a contributory superannuation scheme, a generous relocation package (in approved cases) and an assisted car purchase scheme. The post is subject to a fixed three year contract. Application forms and further particulars can be obtained from the Town Clerk's Office (telephone 071-260 1433) and should be returned by Thursday, 6th August 1992.

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Wrong job - Redundant? Neither means being out of the running

We are a team of career professionals who care about your future, whether you are employed or not. Finding the right job is all about confidence, aptitude and contacts. Our expertise is comprehensive and individually tailored to meet your needs, goals and the right position — often within the unadvertised market.

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CHIEF EXECUTIVE

QUANTEL DEUTSCHLAND BONN

Quintel revolutioniert WELTWEIT die digitale Bildverarbeitung mit innovativen Produkten für das Fernsehen und die grafische Druckvorstufe.

Wir suchen einen erfahrenen Chief Executive für unsere Niederlassung in Bonn zur Leitung unserer Verkaufs- und Serviceteams, die unsere umfangreiche Palette elektronischer Produkte in Deutschland betreuen.

Der erfolgreiche Bewerber sollte über langjährige Erfahrung im Management eines Verkaufs- und Serviceteams verfügen. Wir erwarten ebenfalls Kenntnisse in der Verwaltung einer Verkauforganisation, die kapitalintensive hochmoderne Produkte vertreibt.

Sie unterstehen dem Quintel Vorstand in England und sollten deshalb exzellente Deutsch- und Englischkenntnisse sowie Erfahrung in der internationalen Wirtschaft mitbringen.

Die Position bietet hervorragende Möglichkeiten am Wachstum eines dynamischen Unternehmens teilzuhaben.

Wenn Sie interessiert sind, wenden Sie sich bitte schriftlich, in englisch, an:

The Personnel Manager
Quintel Limited
Turnpike Road
NEWBURY, Berkshire RG13 2NE
Telephone: (0635) 48222



Future Domain, a leading manufacturer of SCSI adapters, controllers IC's, and software for the IBM PC/AT, Microchannel, and compatible computers is opening up a branch office in England (Reading/Windsor area) to service its growing European customer base. The company has immediate openings in the following areas:

FIELD APPLICATIONS ENGINEER

The ideal candidate will be responsible for providing technical support and expertise to Future Domain's sales staff and customers. Must interpret product design and application useable by a specific customer. Will provide follow-up support. Must be experienced with all major PC operating systems and platforms. Will conduct seminars. Travel is required, including a month long training period in USA. A degree or equivalent and 2+ years experience in providing support applications required.

CUSTOMER SERVICE

Extensive knowledge of ISA, EISA and MCA architecture disc interfaces (SCSI preferred) is required. PC/MS DOS and Novell operating system knowledge is also required. Windows, OS/2, UNIX, XENIX or C programming background is a definite plus. Must possess excellent oral and written skills for this fast paced, highly demanding environment. This position requires a minimum 2 year technical degree and 1-2 years demonstrated excellence in telephone support.

MANUFACTURING SUPERVISOR

This individual will be responsible for all aspects of product. This includes production planning, interfacing with turnkey suppliers, product quality, and product shipments. Will develop, implement, and maintain methods used in electronic manufacturing. A comprehensive understanding of SMT manufacturing coupled with TQM is strongly desired. Candidate will have a degree with a minimum of 3 years related work experience.

OFFICE ADMINISTRATOR

This individual will be responsible for coordination of efforts between the USA Corporate office and the European branch. This includes document processing, overseeing office maintenance, coordination of efforts between departments, and interface directly with the Chief Financial Officer. This position requires an individual who is a self starter, organized, and pays close attention to detail. A business degree and minimum 3 years experience required. All positions hired will train at the Corporate headquarters in California for approximately one month. Salary commensurate with experience. Interviews are now being scheduled for the week of August 10th, 1992. Please FAX or Airmail your resume with your salary history (required) to:



FUTURE DOMAIN CORPORATION
2801 McGaw Ave, Irvine, California USA 92714
Attention: Personnel
FAX: 0101 7142538913.

Yorkshire Water Environmental Services

Yorkshire Water has won acclaim for its approach to diversification: a rightly focussed portfolio of environmental and waste treatment services to industry. Through organic growth and acquisition we have already built a substantial business and are committed to attaining market leadership during the 1990's.

BUSINESS STRATEGY MANAGER

c.£35K + car + benefits Leeds

Reporting to the Director of our environmental business, you will have a key role in determining strategic direction for growth and profitability of the business. You will also be responsible for developing business opportunities such as joint ventures and licence agreements and for appraising business opportunities in the UK and abroad.

You will have experience in business strategy with a blue chip industrial company and a broad business track record. An MBA would be a distinct advantage. You are likely to be in your early 30's and able to demonstrate enterprise, initiative and the ambition and ability to move into senior business management.

BUSINESS DEVELOPMENT MANAGER, LabServices

c.£25K + car + bonus South Yorkshire

We seek a Business Development Manager to market our analytical laboratory services. Operating from a number of state-of-the-art laboratories, we provide environmental analysis, together with consultancy services and on-line monitoring to our core business and to industry. In the last two years we have considerably increased our sales and we are now looking for a determined and capable Business Development Manager to lead our commercial expansion.

To succeed in this role, you will need a professional scientific qualification, typically a Life Sciences degree, together with sales and marketing experience. Working knowledge of environmental legislation would be helpful. A strong innovator, and with a track record in market development, you will relish the challenge of building a successful business in the environmental field.

Your well developed inter-personal skills will enable you to enthuse colleagues and customers alike.

For both posts the company offers an attractive package of benefits, and career prospects in the Yorkshire Water Group are excellent. The benefits package includes relocation where necessary and the starting salary is dependent on your experience, qualifications and aptitudes.

To apply, please write to Terry Marriott with a comprehensive CV to Yorkshire Water Enterprises Ltd, 114 Harrogate Road, Leeds LS7 4NY by Friday 14th August 1992.

Yorkshire Water Enterprises welcomes applications from anybody who considers they match the requirements of advertised posts, irrespective of gender, race or disability.

DIRECTORS/MANAGERS

UNEMPLOYED: EX-PAT: CAREER RUIN: RECESSION HIT

You need a new position...

With hundreds of applicants applying for each advertised position, how can an individual stand out in the marketplace?

Those that are not an agency, but a specialist team established to help individuals seeking fast career change to find the right position quickly and professionally, normally within the unadvertised market. Consultancy is sometimes available to our unemployed clients.

Phone Richard Holman - on 071-498 8888

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CAREER CONSULTANTS

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£500+

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£125+

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£31.25+

£15.625+

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GENERAL APPOINTMENTS

FAX 071-782 7826

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Allied Dunbar Associates plc have branches throughout the South East and are looking for intelligent and professionally minded people between 25 and 50 to manage their range of financial services.

If you have ever wondered whether a career in sales or marketing would suit you, this is your opportunity to find out. We would like to invite you to attend a meeting to be held shortly which would discuss and explain opportunities available within the Group and also—most importantly—offer a COMPREHENSIVE ALTERNATIVE CAREER EVALUATION exercise.

We have for many years prided ourselves in our ability to identify talent from outside the financial services industry and to develop very successful Financial Planning Companies from those who have had no experience of sales or finance.

Please write with a brief cv to: Human Resources, Allied Dunbar, 1st Floor, Clockhouse Court, 57 London Road, St Albans, Herts AL1 1AA or call 0727 856511.

Opportunities exist in the following locations: Borehamwood, Central London, Canterbury, East Midlands, Birmingham, Oxfordshire, Lancashire/Greenock, Manchester, St Albans, Watford, Woking, NW London and other locations nationwide.

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FINANCE/MARKETING MANAGER
A qualified accountant with a marketing management background is required to set up the accounting system & establish & implement the marketing of the company's products. A knowledge of overseas markets, particularly Australia & USA is necessary.
A competitive salary is offered. Please apply in writing enclosing C.V. to:
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Faxogram Ltd
54 Lancaster Road
London
W11 1QR

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1st year: £20,000 - £25,000
2nd year: £25,000 - £40,000
3rd year: £45,000 - £75,000
As a London based Financial Company we only require for entry point with no previous experience, or full training is given. Obviously you need to be someone special aged 23+ and of smart appearance.
For confidential discussion call 071 - 430 2909.

MAJOR MIDDLE EASTERN BANK Requires an OPERATIONS MANAGER

An established and progressive International Bank based in London's West End, we seek to recruit a candidate to manage the back office settlement functions of the Branch, these include foreign exchange, money market and derivative products (i.e. swaps, futures etc.). The position will also call for the identification and implementation of any new systems that may be required in connection with the work involved.

The successful applicant must have the following qualities:

- Very good financial awareness;
- Strong, proven, technical and analytical skills;
- Good understanding of operational and financial issues;
- An accurate working knowledge of systems (i.e. PC's mainframes);
- A clear understanding of L/C's and of the UK Clearing System;
- Related experience and sound track record within the banking profession;
- Good man management skills;

The role will also encompass the production and interpretation of MIS reporting and general premises management.

Salary is negotiable, dependant upon age and experience and a full range of banking benefits will apply.

Interested candidates should apply in strictest confidence to Box No 9565 enclosing an up-to-date curriculum vitae.



WELFARE IN INNER LONDON METROPOLITAN SOCIETY FOR THE BLIND

ADMINISTRATOR Salary c£18,000 pa

The Metropolitan Society for the Blind, an independent charity serving personal welfare needs among blind and partially sighted residents of inner London, seeks an experienced, well motivated office manager/administrator for its office near London Bridge. Experience of office computer functions is essential.

This is a new senior post in a well established and successful team which is responding to the challenge of an increasing need of its services.

For a job description and other information, please contact Mrs B Woss. Applications in writing, accompanied by a CV, must reach the address below by 14th August. Interviewing will take place on 2nd September for an appointment to begin on 5th October.

The Secretary, Metropolitan Society for the Blind, Duke House (4th Floor), 6-12, Tabard Street, London, SE1 4JT. Telephone: (071) 403 6184. Charity Reg No 262119.

PATERSON RECRUITMENT

MARKETING MANAGER

c£25k + Bonus Scheme + Car Oxfordshire

Our client, having the leading name in Automotive Entertainment Technology, seeks a Marketing Manager to provide support to the key sales teams and to identify and fully develop new business opportunities. The successful candidate will monitor and control the implementation of the business/marketing plan which will include the group's advertising and communications activity.

For this position we require a person of graduate calibre, with experience of marketing styles and techniques that have been learnt and developed within a large company. Reporting directly to the Director & General Manager the successful candidate will be working closely with the Management team and will need to be a team player. The position will also demand creativity, development/co-ordination skills and much liaison both internally and externally. A knowledge of the motor industry would be preferred although is not essential.

If you are interested please send a full comprehensive Curriculum Vitae to Nigel MS Baldwin, Paterson Recruitment, 121 Oak Street, Abingdon, Oxon OX14 5DL. Telephone (0235) 535858.

THE GOULD GROUP
International Consultancy in Agriculture, Fisheries, Food and the Environment.
Marketing and Recruitment Support Staff
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THE WORLD FAMOUS PERSONAL COLUMN, INCLUDING RENTALS, APPEARS EVERY DAY.

It's not what you do, it's the way that you do it. Hugh Thompson asks to what extent body language influences employers.

Actions speak louder at interviews

Everything goes well in the interview. You get across all your salient points. Your cv is honest, clear and totally relevant, and includes the finest academic and professional qualifications. You come with the best references. Your brother knows somebody on the board. You even had a headhunter pushing you hard. However, you were absolutely nowhere near getting the job.

It was all because you completely misread the body language and the non-verbal communication process in the interview.

Results from clinical trials by Dr Joseph Braysich in the United States, published in his book *Body Language*, suggest that we pick up 55 per cent of our information about people we meet through body language, 35 per cent

through voice tone and only 10 per cent through words. Those of us who get the words right and the body language wrong stand no chance. Dr Braysich says: "Within ten seconds of a meeting, the power dynamics of your relationship will be decided. One ounce of image is worth a pound of ability."

Michele Deverall is a corporate psychotherapist who advises senior managers about getting the best out of themselves and their management teams.

She says: "I had a finance director of a public limited company who went for a similar job with a larger company, with the possibility of becoming the chief executive's heir apparent. He had done well at earlier interviews but got nowhere with the all-important chairman. He felt that every time there was a connection suddenly there would be a switch-off.

"I went through the chairman's body language with him. It turned out that during the interview the chairman would suddenly lean right back or he would place his hands in a pyramid position in front of his face. Both are classic signs of somebody who wants space and time.

"My client made the mistake of

leaning forward when the chairman leant back, putting him under pressure. If you want a relationship you must show rapport. If they lean back, you lean back."

One of the classic body language signals is the handshake. Some recruitment consultants suggest you practise handshaking before an interview to achieve the right kind of neutrality.

Eye contact shows the subtlety of the subject. Establishing eye contact is healthy and honest. Three seconds are considered necessary to establish a healthy relationship.

However, four or five seconds' eye contact is considered threatening, intrusive and even a little spooky.

John Courtis, a headhunter and the author of management books, says: "I do not believe body

signs of a clockwork interviewee." Reading body language has been described as the art of seeing what others are thinking. When an individual is showing interest the head is up, the voice is up and the palms are up. The reverse is true if there is a lack of interest.

When an interviewer crosses his legs or puts his hands in front of his face in the classic defensive positions, give more information and hope that clarification leads to an opening-up. A tugging of the ear or a scratching of the nose is a sign of distrust. Somebody who wants to interrupt may raise his fingers to his mouth. If in going for the job, your hand goes to the corner of your eye, you are saying: "I cannot see it, but because you are the boss, I shall go along with it..."

You know you are really doing badly in an interview when your would-be boss leans back, hand behind the head and legs crossed. He is showing complete superiority and general lack of interest. In other words he does not care about you.

Ms Deverall says, however: "A lot of this body talk is a power message put out by personnel managers who have little power. It is important to remember

that different personalities say different things for different reasons.

"It is also important to assess the interviewer and how you should respond, from the state of his or her office.

"The very messy office indicates enthusiasm. The office where everything is in place suggests this person is worried about control — too much emotion and he will panic against you. Then there is the office with nothing in it, almost as if nobody works there. This person is totally devoted to getting the job done. Show him how you can help.

"Finally, the office full of icons to the manager's success suggests this person is flattering. Everything in the office is there to be talked about."

● Interviews: Skills and Strategies, by John Courtis (PBM, £7.99); Michele Deverall Associates, 071-589 4038

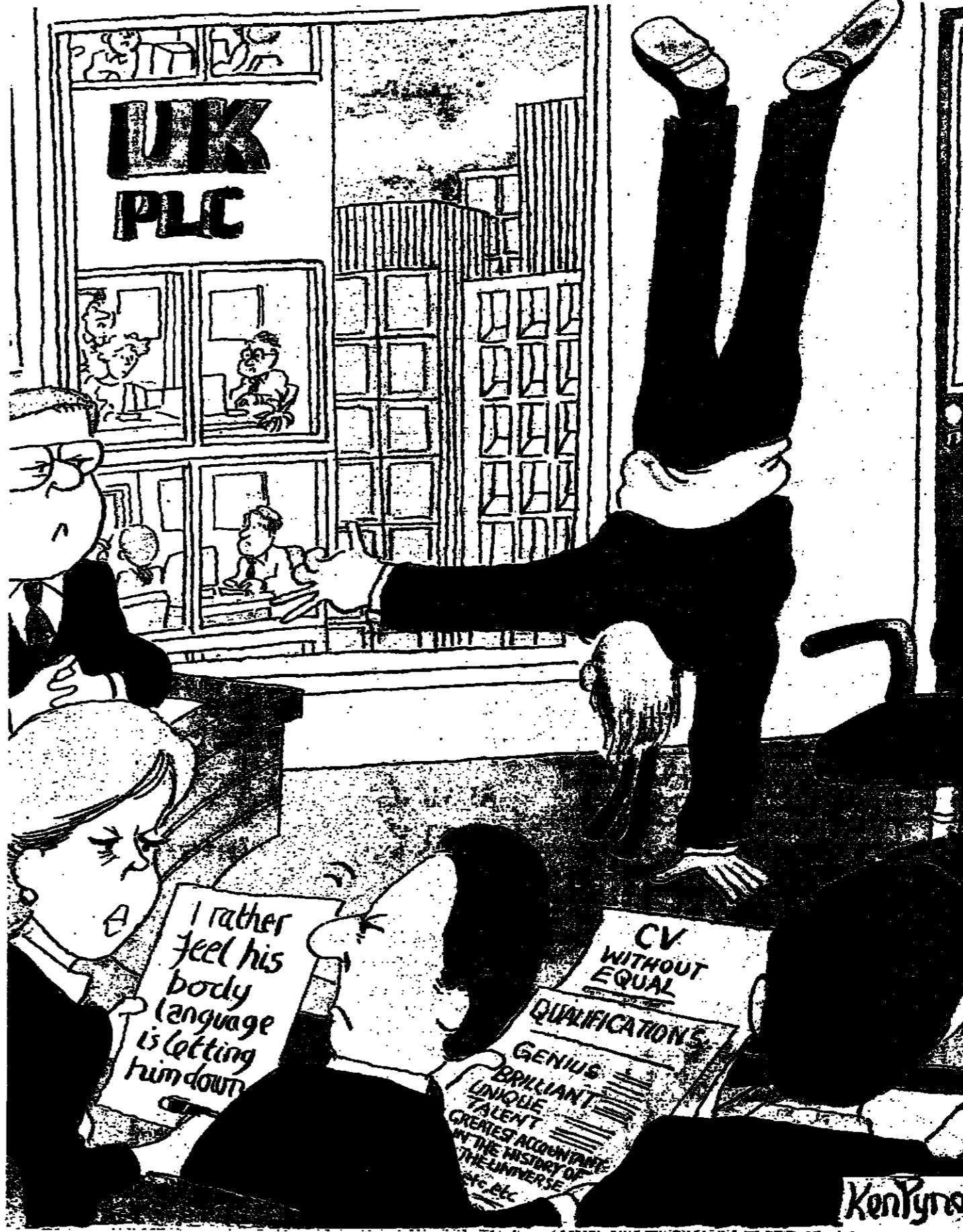
It is also important to assess the interviewer and how you should respond, from the state of his or her office'

language decides everything in the first few seconds of an interview, but regrettably within two minutes a lot of damage can be done. Mastering body language may not win you jobs but it can prevent you losing them. It all shows what a ridiculous inefficient exercise interviews are.

"I have plenty of first-rate managers who, because they are not in control at the interview, give off tense and defensive signs and fail. I recommend that before an interview everybody smacks a rolled-up newspaper into an inanimate object a few times, just to get the stress levels down.

"Always remember to smile. Of course, there is a real problem today because so many people are coached in body language techniques and the experienced interviewer is looking for the tell-tale

language. My client made the mistake of



When is an independent financial adviser not independent? The cynical answer might be: "When you have severance pay to invest." The sizeable lump sum that the more fortunate employees receive on redundancy used to make them attractive bait for sharks circling the muddier waters of the finance sector.

Since the Financial Services Act became law, financial advisers must be "authorised", but even with this safeguard there is a bewildering number of choices, albeit legitimate ones, for anybody seeking financial advice.

Long-serving managers in ICI's redundancy programme are receiving severance packages of up to £100,000. Jeffrey Prest, a former quality manager in the company, who is now a redeployment consultant, designed outputment courses for ICI employees that include a seminar on personal financial planning.

"ICI recommends certain financial advisers," Mr Prest says, "although the

Find the right adviser for your payoff

Beware the sharks when you are making up your mind how to invest. A checklist is offered to help the wary recipient of severance money to decide who gives the best advice and the best deal.

company does not take any responsibility for them.

"I found that people were not happy about independent advisers because, however independent they try to be, they are always selling their own systems."

A financial adviser is either "independent" — authorised by a self-regulating organisation such as Fimbra (Financial Intermediaries Managers and Brokers Regulatory Association) or Intro (Investment Managers Regulatory Organisation) — or "tied" — the appointed representative of an insurance, banking or financial services group approved by Lautro (Life Assurance and Unit Trust

Regulatory Organisation), selling the products marketed by his employer.

The financial sector operates on a commission basis, says Bob Bertram, a redundancy counsellor, who runs personal financial planning programmes for ICI staff.

"You can ensure that you get value for the commission that will be earned on your business by the quality of service you receive," Mr Bertram says. "For example, if the adviser recommends investments such as gilts or National

Savings, which earn little or no commission, presumably he is putting your interests first."

Since Big Bang, the City's financial deregulation in 1987, the old demarcations are breaking down to offer the investor a wider range of services. Building societies can give advice on mortgages and savings schemes, but remember that they are in the business of selling their own products.

Your bank's investment department will also be keen to give you advice, but

because it is not independent it will recommend the bank's products. As with all professional advisers, you should establish what the fees are before engaging these people.

Mr Prest found the ICI seminar helpful when planning his own finances, giving him enough information to manage his severance money himself.

However, for people who would rather have professional advice, Mr Bertram suggests shopping around, with a checklist, and getting recommendations from at least two sources. "Most importantly," he says, "choose an adviser whom you, and your partner, trust, respect and

like. It is worth taking trouble. You have a lot at stake."

Checkpoints for selecting a financial adviser:

- Is the adviser "authorised"; that is, a member of Fimbra or Intro?
- Has the adviser presented clear and understandable proposals?
- Is the plan flexible so that you can move your money without excessive costs?
- How often will the adviser report on performance?
- Does the adviser provide documentation for tax returns?
- How much will the service cost you over and above commission?
- Will you be credited with interest if your money is on deposit awaiting investment?

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● Details: Robert Bertram and Associates, Bois Wood Barns, Bois Lane, Chesham, Bucks HP6 6DF (0494 722551).

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Queen's Bench Divisional Court

Law Report July 30 1992

Queen's Bench Divisional Court

Considering poll tax jail appeal

Regina v. Margate Justices, Ex parte Haddow

Before Lord Justice Winkin, Mr Justice Tucker and Mr Justice Buckley
(Judgment July 9)

The Queen's Bench Divisional Court could consider an application for judicial review by a person committed to prison for non-payment of the community charge if Parliament had failed to provide any appeal against such an order and an appeal by way of case stated would not have allowed the applicant to apply for bail pending the hearing.

In considering whether a defendant's refusal to pay was wilful, justices were entitled to take into account the husband's conduct as evidence that a family decision had been taken not to pay the community charge.

The Queen's Bench Divisional Court so held, declining an application by Robert Minchell

Judge should direct himself openly

Regina v Kerrigan

It was advisable in a Newton hearing (1982) T.C. App R 123, where guilt was admitted, that the facts were communicated to a judge to direct himself openly that the questions of fact that he had to decide had to be approached in accordance with the criminal standard and onus of proof.

The Court of Appeal (Lord Justice Lloyd, Mr Justice Tudor Evans and Mr Justice Latham) so stated on June 26 in allowing an appeal by Michael Joseph Kerrigan against a sentence of three years four months imprisonment imposed on October 21, 1991, in Wood Green Crown Court (Judge McMullan) for causing grievous bodily harm with intent.

MJ JUSTICE TUDOR EVANS said that it was well established by authority that it was the criminal standard and onus of proof which was to be applied in a Newton type hearing.

It would be better if the judge directed himself openly as to the relevant standard and onus of proof, although the failure to do so was not fatal in every case.

In the instant case it was difficult to believe that the experienced judge did not appreciate the standard and onus of proof he had to apply but by expressing his finding "I do not find there was an attack," rather than "I find there was no attack" it might be said that he had gone some way towards reversing the onus of proof.

Haddow for an order of certiorari to quash the decision of Margate Justices on June 5, 1991 to issue a warrant of commitment under regulation 4(1) of the Community Charge (Administration and Enforcement) Regulations (SI 1989 No 438) committing her to prison for 14 days for non-payment of the community charge.

Mr Ben Emerson, for the applicant, Miss Chezette Booth for the council, Miss Clare Mongomery as *amicus curiae*.

MJ JUSTICE TUCKER said that the more appropriate course for the applicant to have taken might have been thought to be an appeal by way of case stated. Consideration had to be given as to whether or not the Divisional Court was the proper venue for obtaining any kind of a review of a decision of the justices in the community charge legislation.

Having regard to the failure by Parliament to provide any kind of

apology against an order of commitment for refusing to pay the answer had to be that it was unthinkable that if justices had acted wrongly there should not be some form of redress for charge payers.

Was there any other court which could possibly have jurisdiction to review such a decision save the Divisional Court? It had to be that the Divisional Court was the appropriate forum for reviewing proceedings before justices.

An application came to the Divisional Court by way of case stated but that would mean that no application for bail could be made, so that the whole or main purpose of the application would be thwarted. In those circumstances it could be readily understood why the applicant had chosen to proceed by way of judicial review.

MJ JUSTICE LEGGATT agreed.

Solicitors: Powell Spencer & Partners, Kilburn; Mr Peter J. Borley, Margate; Treasury Solicitor.

No handcuffs in court

Regina v Cambridge Justices, Ex parte Peacock

Before Lord Justice Leggatt and Mr Justice Pill
(Judgment July 6)

A prisoner produced in court from police custody should not be handcuffed unless on the application of the prosecution, the court was of the opinion that there were reasonable grounds that there was danger of his escape or becoming violent.

The Queen's Bench Divisional Court so held, in allowing an application by Mr Charles C. Peacock against the refusal of Cambridge Magistrates Court on March 4, 1991, to hear an application to remove the handcuffs from a defendant appearing before them charged with burglary, and who was represented by the applicant.

The defendant had been brought into the court from the cells handcuffed. When the applicant sought to apply to have the handcuffs removed, the bench refused to consider the question saying that the security of the court was a matter entirely for the police.

No suggestion was made that the defendant posed any particular threat of escape or violence. He remained handcuffed while a successful bail application was made on his behalf.

The Court of Appeal (Lord Justice Peacock, Lord Justice Woolf and Lord Justice Stagnaro) so held on June 29 dismissing the appeal of Joan Violet Gascogne against the health authority and its decision to fix her from the dismissed by Mr Justice Tudor Evans (Crim LR 25).

The justice had neglected to

consider whether a prisoner in court should be handcuffed was for the police to say whether the prisoner appearing in court should be handcuffed; (ii) that the prisoner should be handcuffed unless there were reasonable grounds to believe that the defendant might escape or become violent.

If an application was made by the prosecution for the prisoner to remain handcuffed, the court had to ascertain it unless that or another bench had already ruled upon it. The justices need not hear another application unless it was made on fresh grounds.

MJ JUSTICE PILL agreed.

Solicitors: Sharpe Prichard for Mr Howard Llewellyn, Huntingdon.

Striking out claim

Gascogne v Haringey Health Authority and Others

Where changes in the insurance arrangements applicable to claims against health authorities for medical negligence could lead to greater prejudice against a particular authority, because of delay in prosecuting a claim, should not be regarded by a court as a determinate factor to justify striking out the action for want of prosecution?

The Court of Appeal (Lord Justice Peacock, Lord Justice Woolf and Lord Justice Stagnaro) so held on June 29 dismissing the appeal of Joan Violet Gascogne against the health authority and its decision to fix her from the dismissed by Mr Justice Tudor Evans (Crim LR 25).

The justice had neglected to

consider whether the conditions of suspended sentence of imprisonment which had previously been imposed upon him.

In Lord Justice's view, it was relevant for the justices to consider the husband's conduct in the context of the applicant's welfare.

It was not a question of guilt by association. The applicant was telling the justices that her husband controlled the finances and that her only income was child benefit.

The justices were justified in concluding that a family decision had been taken not to pay and the husband's conduct was a material factor to which they were entitled to have regard.

Lord Justice Winkin and MJ JUSTICE LEGGATT agreed.

Solicitors: Powell Spencer & Partners, Kilburn; Mr Peter J. Borley, Margate; Treasury Solicitor.

Regina v Corporation of Lloyd's and Others, Ex parte Briggs and Others

Before Lord Justice Leggatt and Mr Justice Popplewell
(Judgment July 17)

There was no public element within the relationship between Lloyd's and its underwriting names and that it was the responsibility of Lloyd's to strike down those which concerned public law, while the present proceedings concerned public law.

In Lordship's judgment, the applicants were wholly different from the persons involved in the proceedings before Mr Justice Saville and there could be no overlap of issues because those proceedings concerned private law, while the present proceedings concerned public law.

In his Lordship's judgment, the latter assertion was mere surmise, and, in relation to the parties, counsel had failed sufficiently to comply with his duty to the court. In fact three of the applicants were not party to the proceedings before Mr Justice Saville and their counsel and solicitors had proceeded on the wholly unjustified assumption that there was no overlap of parties.

MJ JUSTICE POTT would have been unlikely to have given leave to move for judicial review had he known that three of the applicants had hitherto been parties to the unsuccessful application before MJ JUSTICE SAVILLE.

MJ JUSTICE COLEMAN QC and Mr Richard Gordon for the applicants, Mr Gordon Pollock QC, Mr Anthony Hawcock-Allan and Miss Alison Foster for the respondents.

LORD JUSTICE LEGGATT, giving the judgment of the court, said that Lloyd's syndicates managed by Goodall Walker Ltd had sustained substantial losses in run off reinsurance of asbestos and pollution claims from the United States and from London market excess of loss business.

Members of the syndicates had initiated two types of proceedings.

MJ JUSTICE COLEMAN QC and Mr Richard Gordon for the applicants, Mr Gordon Pollock QC, Mr Anthony Hawcock-Allan and Miss Alison Foster for the respondents.

In April 1991, Mr Justice Saville had refused interlocutory injunctions to stop the agents drawing down on the names deposits, holding that the contracts between the managing agents and their agents required the former to pay cash calls made by the managing agents in good faith and that there was no duty on the members' agents to investigate the validity of cash calls made by the managing agents.

The respondents' second main ground for applying to set aside leave was that Mr COLEMAN had abandoned the case by which Mr NEWMAN had obtained leave on the basis of the memorandum of the Lloyd's syndicate.

His Lordship agreed with the respondents' argument that section 10 of the 1871 Act set out the objects of Lloyd's in a manner analogous to the objects clause in the memorandum of a public company, that there was no warrant for placing the protection of the individual interests of names ahead of the interests of others, and that any method of running Lloyd's which rendered its processes subservient to the interests of the names would render Lloyd's inoperable as an insurance market.

As MJ JUSTICE SAVILLE had pointed out, Lloyd's names had to appreciate that without a system that prevented them from thwarting an agent's bona fide determination that funds were needed, Lloyd's could not exist as an insurance market.

Having abandoned Mr NEWMAN's original argument, Mr COLEMAN now sought to have his application treated as though it was founded on a wholly new case not hitherto considered.

He contended that although there was no overriding duty owed

to the managing agents, there was no duty to

protect the names' interests.

MJ JUSTICE COLEMAN asserted that

the respondents' motion was

wholly justified.

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wholly justified.

MJ JUSTICE COLEMAN asserted that

the respondents' motion was

20 TELEVISION AND RADIO

BBC1

- 6.00 Ceefax (76382)**
6.30 Breakfast News starts with *Business Breakfast* until 6.55 when there begins news and topical reports with regular business, sport, weather, regional news and travel bulletins (47719924).
- 8.55 Olympic Grandstand** introduced by Steve Rider in Barcelona. Rowing: includes the semi-finals of the coxed pairs and the women's coxless pairs; Swimming: includes heats of the men's 1.500m freestyle, 200m butterfly, the 50m freestyle and the 200m individual medley; the women's 200m medley and 4x100m medley; Hockey: Great Britain, the holders, take on India who have won the gold eight times. Plus boating, tennis and badminton. Includes: news and weather at 10.00, 11.00 and 12.00 (17802547). **12.55 Regional News and Weather** (70516295).
- 1.00 One O'Clock News** (Ceefax) Weather (22498) 1.30 Neighbours. (Ceefax) (s) (19622498).
- 1.50 Olympic Grandstand and Racing from Goodwood**. From Barcelona — the final phase of the three day event, show jumping and swimming: the finals of the men's 200m butterfly and the women's 200m individual medley. Plus two shooting finals, tennis doubles, boating and badminton. From "Glorious Goodwood": Julian Wilson introduces five coverage of the Lanson Champagne Vintage Stakes (2.30), the Goodwood Cup (3.10); the Schweppes Golden Mile (3.45); and the King George Stakes (4.15) (33479855).
- 5.35 Neighbours** (r). (Ceefax) (s) (892740). Northern Ireland: Inside Ulster.
- 6.00 Six O'Clock News** with Andrew Harvey and Jill Dando. (Ceefax) Weather (943).
- 6.30 Regional News Magazines** (295). Northern Ireland: Neighbours 7.00 Top of the Pops introduced by Mark Franklin (s) (2301).
- 7.30 EastEnders**. (Ceefax) (s) (479).
- 8.00 Olympics Today** presented by Desmond Lynam. Highlights of the sixth day's events including swimming, three-day eventing, hockey. Plus a preview of the athletics which begin tomorrow (7943).
- 9.00 Nine O'Clock News** with John Humphrys. (Ceefax) Regional news and weather (8586).



Emergency rescue: a farmer is airlifted to hospital (9.30pm)

- 9.30 999**. Michael Buerk introduces more re-enactments of heroic feats performed by the unsung heroes of Britain's emergency services including a trainee pilot being talked down after his instructor dies at the controls; and a farmer who fights his way back to health after an accident leaves him with a broken back. (Ceefax) (s) (126473).
- 10.20 Olympic Grandstand**. Featuring gymnastics, judo and weightlifting (295479).
- 12.00 Film Al Capone** (1959, b/w) starring Rod Steiger. Entertaining gangster killer with Steiger at his ravaging best as the scar-faced killer. Directed by Richard Wilson (968770).
- 1.45am Weather** (2093832). 1.50 Close.
- 2.15 BBC Select**. Management training programme (40764). Ends at 2.45.

Videoplus+ and the Video PlusCodes
The numbers now appearing next to each TV programme listing are Video PlusCode™ numbers, which allow you to programme your video recorder instantly with a Videoplus+™ handset. Videoplus can be used with most video tape. Tap in the Video PlusCode™ number of the programme you want to record and then press the start button. Videoplus 12.30am starts at 43p per minute peak, 36p off-peak or write to Videoplus+, 77 Fulham Palace Road, London W8 8JA. Videoplus™, PlusCode™ and Video Programme are trademarks of Gemstar Marketing Ltd.

SKY NEWS

SKY SPORTS

- Via the Astra and Marco Polo satellites
6.00am Soap (16294) 6.30 Mrs Pepperpot (4171595) 6.45 Playabout (4368450) 7.00 The DJ Kart Show (67582) 9.30 The Pyramid Game (90111) 11.15 The Big Breakfast (24882) 10.20 The Bold and the Beautiful (50634) 11.00 The Young and the Restless (51924) 12.00 St Elsewhere (89634) 1.30 E Street (55740) 1.30 Geraldine (50426) 2.15 The Last Picture Show (57547) 2.30 Five Times Business (50591) 3.30 Our World (46769) 4.30 Beyond (2008) 4.45 The Last Picture Show (57547) 5.00 The Young and the Restless (51924) 5.30 Diff'rent Strokes (51941) 6.00 Love at First Sight (71271) 6.30 E Street (55740) 7.00 The Young and the Restless (51924) 7.30 Cardiac Camel (7362) 8.00 Full House Fraternity Reunion (56925) 8.30 Murphy Brown (8740) 9.00 Chances (26169) 10.00 Studs (75943) 10.30 Hunter (60479) 11.30 Shout TV (20568) 12.00 Skylers
- Via the Astra and Marco Polo satellites
6.00am Showcase (3072585)

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BBC2

- 6.45 Open University DNA** — The Spice of Life (7974059). Ends at 7.10. 8.00 News (7975062) 8.15 England. Photo portraits of sportswomen between 1929 and 1934 (t) (3916479) 8.20 Army Lives. The second in a series of six programmes looking at family life in the British army (r). (Ceefax) (s) (5024556).
- 9.00 Bravestarr** (r) (1892818) 9.25 Hartbeat (r). (Ceefax) (s) (1895905) 9.55 Playdays (r) (2079276) 10.15 Lassie (r) (8475672) 10.35 T'nt Y. Young people's showbiz magazine (s) (7553011).
- 10.50 Cricket**. Highlights from one of yesterday's NatWest Bank Trophy quarter-finals (r) (s) (2705011) 11.30 Gold Fever. The story of the 1980 gold rush in Western Australia (r) (s) (3831382).
- 12.20 Holiday Outings**. An eight-day holiday at the Aberdovey Centre in north Wales (r) (5763924) 12.30 After Hours. Entertainment magazine (89504127) 14.25 Bertha (r) (98592382).
- 1.00 Olympic Grandstand** introduced by Steve Rider. Gymnastics and the latest news in the rowing, swimming and men's hockey competitions (1395672).
- 1.50 Michael Barry's Choice Cuts**. Bread-making recipes from ten years of the Food and Drink programme (15997566).
- 2.00 News and weather** (6024950) followed by *The Kom-Tid Man* (r). (Ceefax) (66491108) 2.30 Sticks and Stones. Diana Kemp examines the problem of bullying (r) (856).
- 3.00 News and weather** (4534837) followed by *Carved in Silence*. A documentary about Chinese immigrants held on Angle Island in San Francisco Bay (7013547) 3.50 News and weather (1685556).
- 4.00 Cartoons** (5098092) 4.10 Babar (2281872) 4.35 The Red Hunter. Episode two of a four-part children's drama. (Ceefax) (s) (8824749).
- 5.00 Wildlife Showcases**: *Lord of the Eagles*.

- CHOICE: The last in this enjoyable series is a romantic, leisurely portrait of a charismatic herdsman known as "the Father of the Birds". Alik Turbulan lives on the mountainous frontier between China and the old Russian empire where he continues the tradition of his ancestors by using eagles to help him hunt. "It's like a partnership," he says of his relationship with his favourite eagle, Tengere. "I hunt, I sell the skin, he gets the food." But their bond looks more like love. (Ceefax) (5498).
- 9.00 The Travel Show**. Includes advice on how to drive a bargain in the souks of Morocco (s) (520905).
- 9.35 Talking Heads**. Patricia Routledge stars in Alan Bennett's award-winning series of solo plays. Tonight she plays Miss Ruddock, an inveterate writer of letters (r). (Ceefax) (655956).



Travel journal: Patsy Byrne as Frances Trollope (10.10pm)

- 10.10 Early Travellers in North America** Bed and Board. What it was really like for Victorian travellers staying in America, based on eyewitness accounts. (Ceefax) (179363).

- 10.30 Newsnight** with Jeremy Paxman (322011).

- 11.15 With Love from Winston**

- CHOICE: This strange vignette of young boys growing up in war-torn Germany was written and directed by a young German director, Nikolai Karo. Shot in black and white and subtitled in English, the film has an atmospheric power about it, accurately conveying the boys' mixture of excitement and terror and their growing awareness of the possibilities inherent in a species they have up to now overlooked — women (536572).

- 11.40 The Last Trick**. Surrealist animation by Jan Svankmajer (942769).

- 11.55 Weather** (104672).

- 12.00 Weekend Outlook**. A preview of the Open University's weekend programmes (3707986) 12.05am Open University: Developing World — Breaking Out (1684238). Ends at 12.35.

- 1.00 BBC Select**. Management training programme (40764). Ends at 2.45.

- 2.45am Weather** (2093832). 1.50 Close.

- 2.55 BBC Select**. Management training programme (40764). Ends at 2.45.

- 2.55am Weather** (2093832). 1.50 Close.

BUSINESS TIMES

THURSDAY JULY 30 1992

BUSINESS EDITOR JOHN BELL

SPORT
25-30

TODAY IN BUSINESS

CBI RECIPE

CBI

Howard Davies,
director general of
the CBI, argues the
government still has
room for economic
manoeuvre.
Page 21

JAPANESE LINE

The more the Japanese try to raise the stock market by economic manoeuvres, the further it falls.
Page 18

LOAN FIXER



Harold Poling,
chairman, says Ford is
making more money
out of financing cars
than selling them
Page 19

MILK ROUND

Delivering milk to
doorsteps in the south
of Scotland is
partnering the Office of
Fair Trading
Page 19

ACCOUNTANCY



Robert Bruce looks at
the battle between
accountants and
lawyers over who offers
the best tax service
Page 24

US dollar
1.9207 (-0.0068)
German mark
2.8442 (-0.0004)
Exchange index
92.3 (-0.1)
Bank of England official close (4pm)

FT 30 share
1815.1 (+29.5)
FT-SE 100
2423.2 (+49.8)
New York Dow Jones
3368.92 (+34.85)*
Tokyo Nikkei Avge
15095.95 (-330.69)

INTERESTS

London: Bank Base: 10%
3-month Interbank: 10%+10%
3-month eligible bills: 9%+9%
US: Prime Rate: 9%
Federal Funds: 3%
3-month CD Bills: 3.17-3.18%
30-year bonds: 107%-107%*

STOCKS

London:
£ 1.9199
DM 2.8468
F 15.0010
E 15.0115*
Yen 125.42
Index 92.3
ECU 0.71547
SDR 1.332622
London Foreign market close

London: Fins.
AM 5358.20 PM 5356.20
Close 5356.50-537.00
E 185.70-186.20
New York \$ 357.25-357.75*

NOMINATIONS

Brent (Aug) ... \$20.75/bbl (\$20.75)

RETRAILERS

RPT: 139.3 June (1987-100)
* Denotes midday trading price

Further job cuts bring total to 35,000

BT surprises with fall in first quarter

BY MARTIN WALLER

FURTHER compelling evidence of the severity of the recession has come from BT, with an unprecedented fall in the use of the telephone in Britain. The telecommunications group also announced more job cuts, bringing the total for the year to 35,000.

Previous recessions are not believed to have altered the inexorable growth in telephone use. But BT, releasing first-quarter figures showing pre-tax profits tumbling from £825 million to £596 million in the three months to end-June, says inland telephone call revenues dropped 3.7 per cent year-on-year to £1.3 billion. Volumes fell an estimated 3 per cent.

"The industry growth rates are very substantially lower than they were two to three

years ago," said Barry Romeril, finance director. "It shows we're not immune to the recession." He added that the figures backed up this week's CBI survey that showed a fall in business confidence this summer after a post-election surge. "We are in an uncertain poor economy at the moment. At BT we have very little or no control over it. There are no signs as yet on the horizon to support the 'green shoot' theory."

The BT figures, hit by one-offs, including disposals and the accelerating pace of job cuts, beat City expectations. In a strong market, the shares rose 13p to 346p.

First-quarter turnover fell 2.1 per cent to £3.27 billion, reflecting, said Iain Vallance, the chairman, "the continued pressures of the economy, reg-

ulation and competition". BT took a £135 million exceptional charge from the sale last month of its stake in Mitel Corporation, the Canadian telecoms group, and two smaller ventures. An additional £56 million in redundancy costs was charged to profits.

BT's "Release 92" programme, offering redundancy on attractive terms, was more successful than expected, prompting an extra 9,000 departures. Almost one in six of the 210,000-strong workforce asked for severance terms. BT had forecast job losses of 20,000 this year under the programme, but the departure of 29,000 employees was agreed and several thousand others who asked to go were refused, said Mr Romeril.

Another 5,200 have left because of disposals and with normal natural wastage the total number of jobs cut this year will exceed 35,000. This will throw up total redundancy costs of £600 million this year, reducing profits by an extra £450 million over and above the cuts provided for in earlier accounting periods.

Mr Romeril said that although a few of the planned redundancies in coming years had been brought forward by Release 92, further job losses could be expected. BT has in the past talked in terms of 15,000 annually over the next two to three years.

BT says price changes and encroaching competition from Cable and Wireless' Mercury offshoot had little effect on the unprecedented fall in volumes, which was almost entirely due to the recession.

Robert Millington, telecoms analyst at Barclays de Zoete Wedd, said the fall in business

reflected the shape of the recession as much as its depth, with service businesses such as banks and brokers, which are heavy phone users, particularly hit by the downturn. He expects BT to report pre-tax profits of £2.7 billion this year and £3.3 billion in 1993-4.

BT did not comment on the negotiations with Ofcom over the tough price controls the regulator is trying to impose. If agreement cannot be reached the matter will have to be referred to the Monopolies and Mergers Commission.

"Nobody would welcome an MMC reference, by comparison with not having one," said Mr Romeril. But he would not say when BT would decide on its response to the proposals. Ofcom indicated it expected a decision by next month.

Hands-off danger, page 21

CBI calls for action to avert stagnation

BY DEREK HARRIS

THE Confederation of British Industry called for government action to prevent economic stagnation. The CBI national council of top industrialists met yesterday in the wake of the organisation's latest bleak industrial trends survey.

The government had room for manoeuvre, Howard Davies, director-general, maintained. "The impression that the government is totally boxed in, is itself damaging to business and consumer confidence," he said.

The CBI presented the government with an action shopping list, including stimulation of the housing market and industrial investment. The CBI accepts the public sector borrowing constraints set down for next year but wants to see public sector investment programmes at least maintained. Economies could come from freezing the government's pay bill, it says.

Hands-off danger, page 21

BAT raises payout as profits advance

BY COLIN CAMPBELL

STR Patrick Sheehy, chairman of BAT Industries, the tobacco and financial services group, says it was not luck but hard graft that saw pre-tax profits rise by 5 per cent to £645 million in the six months to June 30.

Sir Patrick added that in line with BAT's declared policy of sustained dividend growth, the interim dividend rose by 9 per cent to 14.6p a share, adding that this rate of increase will be at least maintained for the full year.

BAT shares jumped by 22p to 756p as analysts welcomed the results.

Tobacco interests turned in a record £4.75 million (£449 million) trading profit in the half year, reflecting good performances in most domestic and export markets, while

trading profits from financial services operations rebounded from £83 million to £252 million. Eagle Star reduced its pre-tax loss from £175 million to £47 million.

"I am sure shareholders will be relieved to see continuing evidence of a recovery at Eagle Star," Sir Patrick said.

BAT yesterday announced that it was advancing, by seven months, expansion plans for its tobacco manufacturing plant at Southampton, which is already the subject of a £50 million programme to increase capacity to 32 billion cigarettes annually.

The new phase will see £175 million invested to increase capacity to 47.5 billion a year by 1996.

Tempus, page 20

Any model you like, provided it's Toyoda

BY MATTHEW BOND

IN BRITAIN, establishing a family dynasty within the strict confines of a publicly quoted company is, as a number of our most senior industrialists have discovered, distinctly tricky.

Your beloved offspring may look like prime main board material from where you sit at the head of the boardroom table — after all you have the bills from Eton, Oxford and Harvard to prove it. But from the point of view of the increasingly less humble shareholder, it smacks more of over-leaping privilege, something that most believe died out with forelock tugging and tithe taxes.

Perhaps not surprisingly there appear to be few executives with skins thick enough to put their scion's nomination to shareholder approval.

In Japan, however, they do things rather differently. Yesterday, Toyota, the world's third-biggest carmaker, calmly announced that Tatsuro Toyoda, aged 63, was taking over from his 67-year-old

brother Shoichiro as company president. Nothing very remarkable about that, you might suspect.

After all, Toyota has been run by descendants of Sakichi Toyoda, since he founded Toyota Automatic Loom Works in 1925. But Toyota has come a long way since the days of automatic looms, so far in fact that the two brothers at the top of the company now own less than 1 per cent of its publicly traded and widely held shares.

So how was it that Tatsuro Toyoda was taking over from his brother, some ten years after Shoichiro had taken over from Eiji Toyoda, the founder's nephew and holder of the post himself for 14 years? The answer, at least to Shoichiro, is qualifications. Yesterday he scoffed at suggestions that his brother had won promotion because of family ties.

It was his experience in management and engineering that counted. "Toyota is not handed over generation to generation. What counts is qualifications."

While certainly true that his brother



Delivering change: Heseltine says there is growing interest worldwide in the potential for freeing postal markets

Shares make strong recovery

BY PHILIP PANGALOS

SHARES in London surged by almost 50 points on the FT-SE 100 index, boosting share values by £8.52 billion, as the market attempted to recover recent losses.

A 51-point overnight rise and a strong Wall Street opening, along with a clutch of favourable trading statements from leading companies, helped to fuel an early advance.

Shares had already been dragged higher by a healthy premium on futures. A technical recovery was exaggerated as some traders have been trying to keep relatively square books. Something of a bear squeeze developed as some were caught short of stock.

There was a further spurt in the afternoon, sentiment being boosted by another strong start on Wall Street. The New York market surged in active trading, extending Tuesday's rally. It was fuelled by strong bond prices and encouraging second-quarter earnings reports. The Dow Jones industrial average was sporting gains of more than 50 points.

The FT-SE 100 index closed near its high for the day, ending the session up 49.8 points at 2,423.2, the biggest one-day rise since the general election. The narrower FT index of 30 shares jumped 29.5 points to 1,815.1.

VOLUME reached a relatively healthy £566.1 million shares. There was talk in the market that the Wellcome Trust had played heavily following its recent share sale. The proceeds of almost £2.2 billion are to be reinvested. BZW, among others, was said to have bought leading equities on behalf of the trust. Futures also helped to drag the cash market higher in late trading.

Senior traders questioned whether the rise could be sustained. "I would not trust one day like this," one said. "A lot of companies are in the close season, and if you're in the dark, why take risks?"

Tokyo falls, page 18

Stock market, page 20

Heseltine sorts out options for privatising Post Office

By RODNEY HOBSON

THE privatisation of all or part of the Post Office is being considered by Michael Heseltine, the trade secretary.

He said yesterday that he was looking at the future of the mail service without any pre-conceptions. The review would include "private sector options".

The intention was to improve customer services, enable the Post Office to compete in a growing market and to attract more capital. The review was part of the government's Citizen's Charter. The government has made clear its commitment to maintaining a nationwide letter service with delivery to every address in the United Kingdom within a uniform and affordable structure of prices and with a nationwide network of post offices. These requirements are not negotiable," he said.

Robin Cook, the shadow trade and industry secretary, said the review had more to do with privatisation than public service. "The danger is that the review will sniff out the profitable parts of the Post Office and skim them off for

the private sector. That may be the private sector. That may be the hope to have a clear idea of the options by year end.

Sir Bryan Nicholson, Post Office chairman, said he welcomed the removal of the shackles that prevented the Post Office from moving into other markets. He wanted to retain the name Royal Mail.

"It is a great brand name we could do more to exploit."

Mr Cook said he would welcome a review of the standard of service from the Post Office. "All our experience, from electricity to water, shows that turning a public utility into a private monopoly means higher prices and poorer service. There is no reason other than political dogma why this government is now weighing up the Post Office for the same treatment."

Alan Johnson, general secretary-elect of the Union of Communications Workers, said: "We would welcome any review of the Post Office if it is fair and includes consultation with all parties. What we would not welcome is a pre-conceived carve-up. Beware of the dogma."



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T13077

Tokyo falls to lowest for six years

FROM A CORRESPONDENT IN TOKYO

THE Tokyo stock market ended at a six-year low yesterday despite official moves to shore up the economy amid fears that the Nikkei index has not touched the bottom. Dogged by worries of property debts and falling earnings, the Nikkei index shrugged off an early rally and slipped 330.69 points, or 2.14 per cent, to 15,095.95, falling as low as 15,024.59 during the day. The index last closed below 15,000 on March 25, 1986.

Masami Okuma, of UBS Phillips & Drew, said: "There's no sign of hitting bottom. Every time we manage a small rebound, people sell and we trickle down a bit further. It's scary."

Shares continued their 2½-year slide despite an emergency meeting of the prime minister and top officials to discuss the stock market last Friday, a ruling party electoral victory on Sunday and a discount rate cut on Monday. But analysts said the meeting offered only tired, old proposals, the victory was not surprising and the rate cut, while earlier than expected, had long ago been taken into account by the market.

An analyst at a research

institute belonging to one of the big four brokers said: "The government is always a bit late and each late move makes everybody a bit more nervous."

Some analysts said that there was little reason to sell. Kathy Matsui, of Barclays de Zoete Wedd, said: "People are so obsessed with the economy and are not looking at the real effect on earnings." She said the economy looked "horrible" and profit forecasts were likely to be lowered before September's interim results, but added those bad earnings had already been discounted.

The government line of an economic upturn in the second half of the 1992-3 financial year was too cheery, but only by three months or so, Kathy Matsui said. But she added, the market seemed set

in a vicious circle. Hedge selling of futures started program selling of shares that triggered hedge selling of futures. Buying was only a reaction to excessive drops and not in any hope of gains. One broker said: "Selling short at this level is scary."

Leading article, page 13



Market slide: Tokyo floor dealers signal price changes during yesterday's trading

Paper group profits crumple

By OUR CITY EDITOR

PROFITS have crumpled by more than a third at the David S Smith paper and packaging group, but the dividend is maintained on the capital increased by last December's placing and open offer. An unchanged final dividend of 6.75p makes 9.5p, but the payment is only 1.2 times covered by earnings, which were more than halved, from 23.3p to 11.5p a share.

Pre-tax profits dipped from £23.9 million to £15.4 million after a 30 per cent fall in

operating profits was exacerbated by exceptional items of £8.7 million, reflecting rationalisation costs charged in the first half year.

Smith, whose expansion options are limited in the UK, is looking to Europe for growth and spent £177 million on acquisitions last year, the bulk of it on the French group Kaysberg Packaging in March. Alan Clements, the chairman, said the move has given the group a leading European position in bag-in-

box, plastic corrugated and heavy duty corrugated, all sectors with above-average growth prospects. He believes that the acquisition funded by the December placing, will enhance the quality of earnings and provide a base for further development and expansion.

The group ended the year with net borrowings of £46.1 million, representing a gearing level of 23 per cent, compared with 22 per cent last time.

Telegraph rate of growth slows down

By MICHAEL TATE
CITY EDITOR

LESS than a month after its flotation flop, The Telegraph discloses that its rate of growth slowed in the second quarter of 1992. Pre-tax profits for the six months to June 30 rose just over 13 per cent, from £19.1 million to £21.6 million, compared with the 20 per cent advance in the first quarter.

Earnings per share have eased from 11.4p to 11.1p. As forecast at the time of the issue, the group is paying an interim dividend of 4.5p a share.

Turnover rose 9 per cent and Conrad Black, the chairman, says revenue from advertising and circulation showed improvements over the same period last year. He says that although general operating costs have been contained, the move to Canary Wharf and the commissioning of more colour printing facilities led to increases.

Group operating profit, benefiting from depressed newsprint prices, was £4.9 million higher at £21.3 million and the share of profits from associated companies increased £200,000 to £1.8 million.

The group ended the year with net borrowings of £46.1 million, representing a gearing level of 23 per cent, compared with 22 per cent last time.

Cost-savings boost profits at Misys

MISYS, the computing services group, raised pre-tax profits 62 per cent to £9.1 million in the year to end-May, on sales up 1 per cent to £68 million. But in 1990, Misys made £11.1 million. The total dividend rises 7.6 per cent to 6.1p, out of earnings of 17.8p (11.5p).

Kevin Lomax, chairman, attributed the profits rise to cost savings and tight control of working capital. Net cash balances rose from £6.9 million to £10 million even after £3 million of acquisitions. There are no bank borrowings. Mr Lomax said: "Our order books appear to reflect improvement in some sectors of the economy. We have continued to exercise caution in our budgeting for the current year."

Verson restructures

VERSON International, the troubled electrical equipment and metal-forming group, is forging ahead with a restructuring after total losses of £1.7 million in the year to end-January. It will buy Niagara Machine and Tool Works for £12.1 million to expand its metal forming business in America, and sell Taylor-Windfield. Pre-tax losses were £12.24 million, including exceptional costs of just over £4 million, after a restored pre-tax loss of £390,000 last time. Losses were 8.66p (0.04p) a share, and no dividend (1p) will be paid.

UTA votes for change

MEMBERS of the Unit Trust Association have voted unanimously that Philip Warland, its director general, and its executive committee should proceed with constitutional changes that will allow offshore fund managers and closed funds to become members of the UTA. The 35-minute special meeting voted by 46 to nil, with one abstention, for approval. Among the matters under review are the name of the UTA and how to build public confidence in unit trusts. The intention is for the new constitution to be in place by the beginning of next year.

Fairey buys Infrared

FAIREY Group, the engineering consortium, has agreed to buy Infrared Engineering, based in Basildon, and its marketing and technical support subsidiaries in Germany and America for a total of £1.5 million. In the year to March 31, the company earned pre-tax profits of £511,000. Costs of the acquisition are to be financed through a vendor placing of 2.68 million new shares at 380p each. Existing shares were unchanged at 393p. An interim dividend of 3.3p a share is expected.

Chrysler back in black

CHRYSLER, the American carmaker, is recovering from losses helped by sales of the Jeep Grand Cherokee, its four-wheeled drive vehicle, which sells at \$25,000 and is seen as a rival to Land Rover's vehicles. The Cherokee symbolises an aggressive strategy by Chrysler, the third largest American car maker, to become more competitive. Net profits for the three months to end-June were \$178 million (£121 million loss). Total sales rose 19.2 per cent to \$9.31 billion. The profit margin on each Cherokee is thought to be 7.00%.

Dow makes strong start

New York — Shares made strong gains in moderately active morning trading as enthusiasm about declining long-term interest rates confirmed. The Dow Jones industrial average rose 23.93 points to 3,358. Dealers attributed the bulk of the rise to a sharply firmer bond market. When bond yields fall, shares benefit as investors seek a higher return.

□ Hong Kong — Prices end:

	Jul 20	Jul 21	Jul 22	Jul 23
AMT Inc	50.5	49.5	49.5	49.5
AMK Corp	60.5	50.5	50.5	50.5
AMR Corp	30.5	30.5	30.5	30.5
AMT Corp	11.5	11.5	11.5	11.5
Aluminum Corp	17.5	17.5	17.5	17.5
Alcatel	45.5	45.5	45.5	45.5
Alcan Aluminum	75.5	75.5	75.5	75.5
Alcatel-Sud	20.5	20.5	20.5	20.5
Alcatel S.A. of Am	75.5	75.5	75.5	75.5
Amendia Inc	20.5	20.5	20.5	20.5
Amoco	20.5	20.5	20.5	20.5
Amoco Cyanimid	20.5	20.5	20.5	20.5
Amoco Oil Corp	20.5	20.5	20.5	20.5
Amoco Refining Co	20.5	20.5	20.5	20.5
Amoco Sales Corp	20.5	20.5	20.5	20.5
Amoco Transocean	20.5	20.5	20.5	20.5
Amoco Worldwide	20.5	20.5	20.5	20.5
Amoco Yield Fund	20.5	20.5	20.5	20.5
Amoco Yield Fund II	20.5	20.5	20.5	20.5
Amoco Yield Fund III	20.5	20.5	20.5	20.5
Amoco Yield Fund IV	20.5	20.5	20.5	20.5
Amoco Yield Fund V	20.5	20.5	20.5	20.5
Amoco Yield Fund VI	20.5	20.5	20.5	20.5
Amoco Yield Fund VII	20.5	20.5	20.5	20.5
Amoco Yield Fund VIII	20.5	20.5	20.5	20.5
Amoco Yield Fund IX	20.5	20.5	20.5	20.5
Amoco Yield Fund X	20.5	20.5	20.5	20.5
Amoco Yield Fund XI	20.5	20.5	20.5	20.5
Amoco Yield Fund XII	20.5	20.5	20.5	20.5
Amoco Yield Fund XIII	20.5	20.5	20.5	20.5
Amoco Yield Fund XIV	20.5	20.5	20.5	20.5
Amoco Yield Fund XV	20.5	20.5	20.5	20.5
Amoco Yield Fund XVI	20.5	20.5	20.5	20.5
Amoco Yield Fund XVII	20.5	20.5	20.5	20.5
Amoco Yield Fund XVIII	20.5	20.5	20.5	20.5
Amoco Yield Fund XVIX	20.5	20.5	20.5	20.5
Amoco Yield Fund XX	20.5	20.5	20.5	20.5
Amoco Yield Fund XXI	20.5	20.5	20.5	20.5
Amoco Yield Fund XXII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXIII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXIV	20.5	20.5	20.5	20.5
Amoco Yield Fund XXV	20.5	20.5	20.5	20.5
Amoco Yield Fund XXVI	20.5	20.5	20.5	20.5
Amoco Yield Fund XXVII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXVIII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXIX	20.5	20.5	20.5	20.5
Amoco Yield Fund XXX	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXI	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXIII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXIV	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXV	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXVI	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXVII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXVIII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXIX	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXX	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXI	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXIII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXIV	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXV	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXVI	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXVII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXVIII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXIX	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXX	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXXI	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXXII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXXIII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXXIV	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXXV	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXXVI	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXXVII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXXVIII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXXIX	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXXX	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXXI	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXXII	20.5	20.5	20.5	20.5
Amoco Yield Fund XXXXXIII	20.5	20.5		

Lease programme slows slide into the red at Jaguar

FROM PHILIP ROBINSON IN NEW YORK

IMPROVED American sales of Jaguar halted its continued plunge into the red and Ford of Britain remained in the black, but the parent company of both says the British economy's outlook is uncertain.

Ford of America is currently making more money out of financing cars than selling them. Figures for the second three months of this year show its financial services group made 56 per cent of total \$502 million net profits which beat Wall Street forecasts and compare with a \$324 million loss this time last year.

Jaguar lost about \$70 million in the second quarter due

to higher marketing costs and warranty expenses, David McCannen, Ford vice-president, said. Second quarter losses were about even with a year ago. The subsidiary increased advertising expenses and extended the warranty period to three years from one year, but cost controls helped mitigate the effect of the additional expenses.

"The major costs that they incurred in the second quarter was the decision to go from a one-year warranty to a three-year warranty in Europe," he said. "Plus they are advertising at Jaguar a lot more because they have had some

superb quality improvements." Ford bought Jaguar in 1989 for \$2.5 billion and has since pumped millions of dollars into the British luxury car maker to improve quality.

European profits, which include Jaguar results, remained in the black but dropped to \$24 million from \$84 million earned in the first three months of this year. In April, May and June last year, Europe lost \$75 million. Ford declined to strip out UK profits but said Britain remains in the black.

Jaguar sales are down 50 per cent from their peak. The workforce has been cut from 12,000 to 8,000 and the company lost £226 million in 1991. Analysts expect little improvement this year.

Ford said Jaguar sales were boosted in May and June by a new leasing programme. May's sales were double the same month last year.

Jaguar climbed 15 places last month in the customer satisfaction table run by J.D. Power, the independent industry consultant, to tenth place. Harold Poling, Ford chairman, said that while group profits are improving, the rest of this year will remain challenging.

Ford's European car market share eased by 0.4 per cent to 11.7 per cent on weak Sierra sales, but its share of the light truck market jumped 1.5 per cent to 12 per cent, boosted by the Courier van and re-designed Transit. Ford's world wide sales rose 6 per cent to 1.64 million vehicles.

Unless all sectors were prepared to take strong action soon, the institute gives warning that "Germany is threatened by a long period of economic weakness, which will in the long term obstruct the opportunities for the whole of the country to cope with the structural adjustment problems of German unification without causing political and social conflict."

Bonn under fire for money policy

FROM IAN MURRAY IN BONN

THE Bundesbank, the Bonn government and the trade unions are all criticised for a "misdirected money policy" in the latest monthly report of the influential German Institute for Economic Research.

The Bundesbank's high interest rates come in for special attack by the independent institute, which complains that never in the history of the modern republic has the cost of refinancing been as high as at present.

This policy will have far-reaching consequences," the report states.

The decision on July 16 to increase discount rates from 8 to 8.4 per cent is seen as having negative consequences in both parts of Germany.

"In the west, the already prevailing recessionary tendency caused by the dwindling hopes of a reduction in interest rates will be sharpened further. In the east, the situation, which is so serious that the word 'crisis' cannot apply to it, is already threatening to grow to alarming proportions if western investors do not carry out their commitments."

Although the institute accepts that increasing the discount rate means there has been no significant repercus-

sion on money markets, it argues that the underlying signal from Frankfurt is having adverse effects.

The Bundesbank has made it clear that it believes a continuation of its policy of dear money is essential ... This policy is going increasingly astray as only investments can solve the global German problems, including the inflation problem, in the long term," the report states.

Turning to the unions, the report damns wage agreements obtained over the past year for being in excess of what was affordable in view of the cost of unification. The government is held responsible for failing from the beginning of the unification process to explain sufficiently energetically that this would entail sacrifice in the west.

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City surprised at Rank's new chief

BY MICHAEL TATE, CITY EDITOR

RANK Organisation surprised the City yesterday when it appointed Sir Leslie Fletcher, who will be 70 in October, as chairman of the group in succession to Sir Patrick Meamey, who died last week.

Sir Leslie, who is chairman of Westland Group, the helicopter manufacturer, and deputy chairman of RMC Group, the ready mixed concrete concern, has been a non-executive director of Rank since 1984.

A chartered accountant, he joined Glynwed International as a non-executive director in 1966, while with City merchant bank J Henry Schroder Wag, and took over as executive chairman of Glynwed in 1971. He stepped down in 1986. He was appointed chairman of Westland in 1989.

But some Rank shareholders would have preferred to see a younger man moving into the chair alongside Michael Gifford, chief executive, and were hoping for a prominent outside appointment. Many are mindful of the poor timing of the group's acquisition of Mecca, and the disappointment they felt at interim figures announced earlier this

Recession dents Lloyds Abbey Life

BY NEIL BENNETT, BANKING CORRESPONDENT

LLOYDS Abbey Life, the financial services arm of Lloyds Bank, suffered a 5 per cent fall in pre-tax profits to £142 million in the first half of the year, owing to losses from its estate agency chain and in bad debts in its lending operations.

Sir Simon Hornby, the chairman, blamed the fall on the economy and said there was "no chance" that the company would be able to increase its dividend this year; but there was no danger of a cut. The interim payout was held at 6.3p.

Difficulties in estate agency and lending masked strong growth at Black Horse Financial Services, the subsidiary that sells life assurance and pensions to Lloyds Bank's 6 million account holders; pre-tax profits rose by 32 per cent to £51 million.

Lloyds Abbey Life said it had abandoned ambitions to expand in Europe. Mr Maran said the group was not prepared to invest more capital in its small German subsidiary, since it doubted whether there was a prospect of adequate profits in such a restricted market.

Profits from the European operations fell from £4.7 million last time to just £300,000.

This was mainly caused by the sale of the Irish business for £20.6 million.

Ambassador Insurance, the group's newest subsidiary, which specialises in healthcare insurance, managed to break even after a £700,000 loss last year. Mr Maran said the company was carrying heavy start-up costs, but he expected it to break into profit soon.

Tempus, page 20

No need for costly trials, regulator says

BY LINDSAY COOK, MONEY EDITOR

THE disciplinary procedures of the regulatory organisations are an alternative to costly legal cases such as the Blue Arrow trial. Christopher Sharples, chairman of the Securities and Futures Authority, says today in a letter to *The Times*.

On Tuesday, the Court of Appeal described the Blue Arrow trial as a costly disaster that must never be repeated. The trial ran up legal bills of £40 million.

Mr Sharples says the authority's disciplinary powers under the Financial Services Act are more expeditious than criminal trials. Member firms and individuals can be fined, ordered to pay compensation or stopped from operating.

Since April last year, the authority has fined 29 firms or individuals. Several other firms have been censured, suspended, expelled or ordered to cease trading. The highest fine - £80,000 -

was imposed on Marshall French & Lucas, a futures dealer, last December. There is no upper limit.

It is possible for a registered individual who is a member of a firm to be disciplined and expelled without his employer facing proceedings.

The Financial Intermediaries Managers and Brokers Regulatory Association (Fimbra) once imposed a £100,000 fine on a member, but this was subsequently reduced on appeal because the unnamed member could not hope to find such a sum.

Fimbra handles far more disciplinary proceedings than any of the other regulators because it has more members - 6,500 - and they deal with members of the public, who are likely to report breaches.

A firm can be suspended or have its authorisation terminated if Fimbra feels investors are being put at risk. Last week, 40 disciplinary report forms and 20 suspension notices were dealt with. As well as paying fines, firms or individuals



Oiling the wheels: Chris Greentree, chief executive, said the group would continue considering disposals of assets

Recovery at Lasmo beats expectations

BY GEORGE SIVELL

LASMO, the oil and gas explorer which narrowly won a fierce £1.1 billion battle for Ultramar, reported better-than-expected net income of £2.6 million for the first half of 1992 against a £2 million loss.

The shares rose 1p to 134p after relief that the half-year dividend was maintained at 2.3p a share out of earnings of 3p a share, a recovery from a loss of 1.4p a year ago. Last year's results have been restated in line with the practice of writing off exploration写-offs against profits immediately.

Oil and gas production has risen from the equivalent of 88,900 barrels a day to 134,200 reflecting the Ultramar takeover. Chris Greentree, the chief executive, said the group would continue to look at disposals of peripheral assets to add to the \$1,350 realised so far in 1992.

Unless all sectors were prepared to take strong action soon, the institute gives warning that "Germany is threatened by a long period of economic weakness, which will in the long term obstruct the opportunities for the whole of the country to cope with the structural adjustment problems of German unification without causing political and social conflict."

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British Steel agrees to merge stainless output with Avesta

BY OUR INDUSTRIAL STAFF

BRITISH Steel and Avesta, the Swedish steel company, have agreed to merge their stainless steel production and distribution. The £199 million deal will create Europe's largest stainless steel group by the end of this year.

Avesta Sheffield, the joint venture, will have headquarters in Stockholm but British Steel will be the biggest single shareholder with a 40 per cent stake. The other main shareholders are Swedish companies that have a majority stake in Avesta. British Steel's

producers. "You can be assured that the management is determined to improve the company's relative position despite market conditions and the relatively weak economic outlook," he said.

At the company's annual meeting in London, Sir Robert Scholey, who retires as chairman this year, said there was no sign of an upturn in the company's main markets.

The company was aware of its difficulties and was taking action. It intended to remain among the world's leading and most efficient steel pro-

Scottish milk deal referred to MMC

BY DEREK HARRIS

THE takeover of the Scottish milk interests of the Co-operative Wholesale Society (CWS) by a processing subsidiary of the Scottish Milk Marketing Board has been referred for a monopolies investigation.

Michael Heseltine, trade secretary, took the action on the advice of Sir Bryan Carsberg, director general of fair trading. The Monopolies and Mergers Commission has until end October to report.

What appears mainly to have influenced the Office of Fair Trading is the substantial share the deal would give the marketing board of doorstep sales in southern Scotland and the Borders including Glasgow and Edinburgh conurbations.

The marketing board, one of three operating in Scotland, accounts for more than 40 per cent of the processing and distribution of fresh milk in the area. This is separate from its statutory role in collecting milk from farmers and delivering to a variety of processors including its own subsidiary.

Another factor the OFT took into account is the expected removal of the statutory role from milk marketing boards which would leave them free to develop their activities on a wider geographical scale.

Of the four other main milk processors and distributors in the Scottish area the CWS is a key player in the market delivering 34,000 gallons of milk each day.

The CWS first announced in January the sale of its Scottish milk interests to Scottish Farm Dairy Foods, the processing and distributing subsidiary of the milk marketing board. The CWS business includes two processing dairies in Glasgow and Perth, and seven distribution depots.

Taken together, Co-op interests around the United Kingdom, including more than 50 retail societies, are market leaders nationally in fresh milk processing and delivery.

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Eagle recovery sets BAT alight

BAT Industries stands out in a sorry market and is in a class of its own.

Against the crowd, BAT not only reports sharply higher profits for the six months to end-June and raises its dividend comfortably above the rate of inflation, but promises that the rate of dividend increase will at least be maintained.

Interim pre-tax profits of £645 million, against £415 million, are in part, due to the recovery in fortunes at Eagle Star, where losses have been arrested and whose business is now on a sounder footing.

Profits have also been helped by the ongoing advances by tobacco interests, which turned in a record first-half £475 million trading profit, against £449 million last time, and gained market share.

The relative progress made by Eagle Star had positive implications for the group's ACT problem, and the tax charge eased from 57.1 to 41.9 per cent. At the net level, earnings jumped from 10.1p to 22.9p a share, and with an eye to an undervalued situation, the market was quick to lift BAT shares by 22p to 75.6p. Too seldom this year has it seen companies raise their interim dividend by 9 per cent to 14.6p a share.

So far, so good, and if BAT, led by Sir Patrick Sheeby, were totally hostage to economic fortunes, the investment judgment might well be that the shares are fully up with events.

However, it is quality rather than quantity of insurance business that BAT is out to secure, and with further rate increases in the pipeline — which should ensure that the dark days of heavy underwriting losses are not revisited — and with tobacco operations still making steady progress, year-end pre-tax profits of £1.515 billion, against £1.05 billion, are in sight.

The promise of respectable dividend increases could see the total rise from 33.6p to 36.6p a share this year.



Ahead of the crowd: Sir Patrick Sheeby, chairman of BAT, with £645m at half time

putting the shares on a prospective yield of 6.5 per cent. The 1992 profits forecast puts the shares on 14.6 times prospective earnings.

BAT shares remain a buy.

Lloyds Abbey Life

DOUBLE-edged swords rarely come sharper than Lloyds Abbey Life's relationship with Lloyds Bank, its 60 per cent parent.

On one side, the four-year-old link has allowed Lloyds Abbey Life to create Black Horse Financial Services, one of the fastest-growing life assurance businesses in the country, which sells life and pensions to Lloyds account holders. From a standing

start, this business now has more than 500,000 customers and is due to make a profit of more than £100 million this year.

And the statement from Sir Simon Hornby, the group chairman, that there would be no dividend increase for 1992, knocked 15p off the shares, which closed at 340p.

Lloyds Abbey Life's figures are still being depressed by the underperformance of the finance house and estate agency chain it inherited as part of the deal with the bank. Black Horse Agencies plunged to a loss of £2.3 million in the half year, compared with a £100 million profit last time, while profits at Bowmaker slumped from £15.6 million to £4 million, on a 19 per cent rise in bad debt provisions to £55 million.

Together these businesses pulled down the group's pre-tax profits by 5 per cent to £142 million in the half year, lower than expectations. This,

and the statement from Sir Simon Hornby, the group chairman, that there would be no dividend increase for 1992, knocked 15p off the shares, which closed at 340p.

Fortunately the core business remains resilient. Profits at Abbey Life, the main insurance company, fell only 5 per cent to £67.8 million, while Black Horse Financial Services is only beginning to realise its potential.

Lloyds Abbey Life needs the cashflow from non-insurance businesses to fund its dividend so disposals are unlikely. Bowmaker and Black Horse will return to form when the economy eventually recovers.

Profits of £300 million this year would produce earnings of 30p, putting the shares on a p/e ratio of 11. High enough

to start the year on a prospective yield of 6.5 per cent. The 1992 profits forecast puts the shares on 14.6 times prospective earnings.

BAT shares remain a buy.



First Quarter Results

Results for the first quarter ended 30 June, 1992

	3 months ended 30 June, 1992 Unaudited £m	3 months ended 30 June, 1991 Unaudited £m
Turnover	3,273	3,342
Operating profit	799	920
Exceptional charge	135	-
Profit before tax	596	825
Profit after tax	351	557
Earnings per share	5.6p	9.0p

Turnover for the first quarter was lower than in the same quarter last year, reflecting the continued pressures of the economy, regulation and competition. Inland call volume was below last year. Cost controls kept operating costs static and the interest charge fell. There was an increase in redundancy charges resulting from the initial phase of the large number of job reductions which will occur this year. After an exceptional charge relating to the disposal of non-core businesses, earnings per share decreased by 37.5 per cent to 5.6 pence; excluding the exceptional charge the decrease was 13.0 per cent. The external environment in which BT is operating means prospects are still uncertain.

Iain Vallance
Chairman
29 July, 1992

If you have any queries as a shareholder please call 0345 010505. For daily recorded information on the BT share price and matters of interest to shareholders generally, please call 0345 010707. You may telephone these numbers from anywhere in the UK for the price of a local call.

British Telecommunications plc, 81 Newgate Street, London EC1A 7AJ.

BZW asset downgrading sends share prices in property sector falling

Lasmo

THE mood in the Lasmo boardroom is buoyant even if the share price grossly understates its oil and gas assets. "We now attract a better class of predator," said Chris Greenstreet, chief executive, on the recent round of takeover speculation involving Shell, which he is happy to deny.

Half-year results afforded the first look at how the Ultramar takeover is working out. They topped expectations, with net income of £26 million against a £2 million net loss last time.

Earnings per share of 3p covered a maintained interim dividend of 2.3p. Lasmo says the final payout will depend in particular on the sterling oil price, which at \$10.33 a barrel is near a 20-year low.

The figures contained £27 million of capitalised interest on exploration spending and £18 million of Petroleum Revenue Tax relief, which may or may not be of a similar magnitude in future. The shares moved from 139p, up 6p just after the results were out, to 143p, up 1p the close.

Gearing is 80 per cent and unlikely to fall much by the year-end, although Lasmo is considering selling peripheral assets to follow the success of floating Ultramar Corporation. Tight cash management will result in only a selective exploration and development programme in the foreseeable future.

A range of forecasts is being thrown up for full-year net income. A £1 move in the sterling oil price makes a £35 million impact at the net income level.

Between £35 million and £50 million is expected on present trends. Although at £35 million earnings would be 4.7p, indicating an unrealistic multiple of 28.5, the shares seem about as low as they could reasonably go. Hold as a

punt on the oil price.

DESPITE the general trend, which saw strong advances for most equities, property shares lost ground as Barclays de Zoete Wedd became bearish about the timing of a recovery and downgraded future net asset values across the board. BZW had been hoping for a property recovery in mid-1993, but now expects no upturn until mid-1994. Chris Turner, at BZW, said: "It's all gone a bit dead, not that it was not dead already."

Mr Turner said: "We have downgraded our forecasts for calendar 1993 across the property market. We think 1993 is going to be slightly more bloody than 1992. Capital values will be lower in a year's time — not higher."

BZW said that it has not made any significant adjustments to 1992's figures.

British Land fell 6p to 168p, Hammerson A 19p to 239p, Land Securities 3p to 373p, MEPC 10p to 243p, Slough Estates 2p to 117p and Warner Estates 4p to 148p.

Meanwhile, shares generally continued their strong advance for a second day running, with a bit of a bear squeeze developing as some were caught short of stock, while many were trying to keep relatively square books.

Buoyed by Wall Street's 51-point overnight jump and a clutch of favourable corporate trading statements from leading companies shares were already in good heart when another strong start on Wall Street, with the Dow Jones industrial average up 38 points in early trading, gave them a further boost in the afternoon. The FTSE 100 index surged 4.8 points to 1,423.2. The FT index of 30 shares rose 29.5 points to 1,815.1.

Volume reached a relatively healthy 566.1 million shares,

with talk in the market that the Wellcome Trust had played heavily after the recent £2.2 billion Wellcome share sale, whose proceeds were to be reinvested. BZW, among others, was said to have been buying actively on behalf of the trust.

BAT Industries, the tobacco

to Eagle Star insurance conglomate, added 22p to 75.6p, on a volume of 6.5 million shares, after a 55 per cent advance in first-half profits.

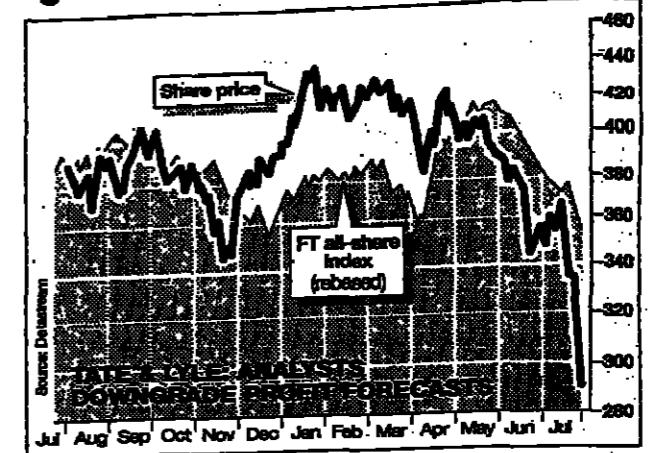
Its insurance sector took some cheer from BAT's figures and was boosted by reduced losses at Eagle Star.

Commercial Union climbed 5p to 427p, General Accident 5p to 371p, GRE 3p to 119p, Royal Insurance 12p to 171p and Sun Alliance gained 12p to 250p.

BT rose 13p to 346p on a volume of 15 million shares after plans from the telecommunications group to shed more jobs this year accompanied lower, but better than expected, first-quarter results.

Shares in Tate & Lyle slid 11p to 293p after brokers downgraded their profit estimates.

Smith New Court cut



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BT's cloud has a silver lining

BT's figures looked grim with even recession-resistant domestic call volumes in decline and first-quarter earnings per share tumbling 37.5 per cent. In fact the picture is far more rosy than it appears, as the 13p rise in BT shares to 34.6p seemed to confirm. Profits were hit by a combination of new accounting rules and a significantly higher charge for redundancy costs. BT has scrupulously interpreted the accounting changes, which are designed to limit scope for extraordinary charges below the line. This meant that a £120 million loss on the sale of BT's 51 per cent stake in Mitel, hardly a trading item by any stretch of an accountant's fertile imagination, was taken above the line. Along with two minor disposals, the accounting treatment led to an exceptional charge of £135 million.

Redundancy charges were £50 million higher than in last year's first quarter. But this is part of the process that will unlock substantial benefits for the group in the years to come. There is no shortage of takers for BT's redundancy packages. Even so, 29,000 will leave this year, compared with estimates of 20,000. This will work wonders for the cost base where staff outgoings account for around 45 per cent. BT is on target for a slimmed-down workforce of 125,000 against the current 210,000. The main benefit of this will be coming through strongly at a time when the economy is pulling out of recession and will combine powerfully with growing call volumes to boost profits handsomely. The investment case for BT shares remain intact, while strong cash generation should provide dividend increases over the next few years that are substantially above the market average.

Split on Cadbury

Public responses to the Cadbury report on corporate governance, due in by tomorrow, have been respectful towards its proposals but sceptical that those good intentions will bring effective change in the competitive world of the boardroom. Will new structures give non-executive directors more influence than a particular company's culture allows and could most of them contribute to corporate success and eliminating failure if they had a more entrenched and informed role?

The timely results of a survey commissioned by the London Stock Exchange and Pro Ned show the diversity of existing practice and perception. Nearly two thirds of the 115 company chairmen who replied thought that non-executives made a very effective contribution while only one of the 36 institutional investors and auditors in the survey agreed. This suggests either massive complacency at the top of British companies or querulous cynicism outside. To their credit, it was the company chairmen who expected their non-executive colleagues to take the more active role in the formation of strategy.

The systematic approach to selecting, informing and using non-executives that the Cadbury committee favoured is already well entrenched in a minority, roughly quarter, of the companies that replied to the survey. Many of the others accept that things should be improved. Unfortunately only about two in five of the company chairmen responded to the mailed survey against three out of five institutional investors and auditors. They were doubtless the chairmen with a good tale to tell or who took the issue seriously. Assuming the silent majority can be dragged into Cadbury's new world, effective change will still depend on the quality and commitment of non-executives. Only a third of them replied.

Hands-off economic policies are a recipe for long-term stagnation

The government is not as boxed-in as it makes out, argues Howard Davies. He offers a plan for fuelling recovery

We are set for an uncomfortable summer, if the latest economic statistics are any guide. Earlier this year, CBI surveys and other economic indicators suggested that recovery in the UK economy was under way. That was not simply a mirage: the index of industrial production shows that manufacturing output rose by 1 per cent in the three months to April, compared with the previous three months, and retail sales rose by 1.3 per cent in volume terms between March and May.

Over the past six weeks, the signals have become much weaker. The latest CBI industrial trends survey, released on Tuesday, confirms that expectations of recovery have been disappointed. It shows that, over the past four months, business confidence, orders and output in manufacturing have declined and that the outlook for the next four months is flat. This picture is supported by the evidence from the CBI's distributive trades survey that retail spending is not increasing and by anecdotal evidence from our members throughout the country.

Domestic economic indicators appear to point clearly to the need for lower interest rates. Economic activity is flat and inflation is being squeezed out. In addition to the fall in headline inflation and the low rate of increase in factory gate prices, the July industrial trends survey continues to show more companies cutting prices than raising them. It also records the lowest rate of increase in unit costs since the survey began in 1958.

Monetary indicators tell the same story. The government's preferred measure of monetary growth, M0, showed a 1.3 per cent increase in the year to June — well within the target range of 0.4 per cent. The broader measure of money supply, M4, increased by 5.2 per cent over the same period, the slowest rate of growth since the early 1970s. Real interest rates remain high, deterring new borrowing by consumers and companies. They are, of course, rising as inflation falls.

Against that background, the government argues that the current stance of policy should be maintained in every particular. The primary aim of economic policy, it says, is to reduce inflation. ERM membership at the current parity is achieving that aim, though it removes our freedom to respond to depressed domestic conditions. Any alternative policy prescription proposed is characterised as either impossible or imprudent or both. But is this "black and white" view correct? Norman Lamont is right to reject superficially attractive



Voice of industry: Howard Davies rejects as too black-and-white the government view that cutting inflation must be the main policy aim

options. Unilateral devaluation of sterling within the ERM has little to commend it. Far from bringing relief, it might require UK interest rates to rise as the market sought an additional risk premium to cover the possibility of further realignments. Abandoning the ERM altogether would be even more unattractive. The government would be left without a credible anti-inflationary strategy and the UK's standing in Europe could be damaged.

Concerted action to reduce interest rates across Europe would be a more attractive course. It would require the Germans either to tighten fiscal policy or to accept a revaluation of the mark to offset the loosening of domestic monetary conditions. Unfortunately, neither course of action seems now to be favoured by the German authorities — or, indeed, by our other Community partners, whose support would also be needed.

We must therefore accept that the current level of German interest rates will reduce our ability to lower interest rates, though the constraint may not be as rigid as official statements sometimes suggest. This does not, however, mean the government has no room for manoeuvre. Indeed, the impression that the government is boxed in is itself

damaging to business and consumer confidence.

Constraints on monetary policy point to fiscal policy as the main route through which government can influence the economy. Here, there are useful things the government can do. It can ensure that within the constraints that have been rightly imposed on public spending next year, public sector investment programmes are maintained and where possible increased. These include

sector pay. The government pay bill should not increase at all in cash terms. Increases of more than 4 per cent are planned within central government in each of the next two financial years. Any increases in pay rates should be financed through improvements in efficiency or reductions in government activity.

Government action in targeted areas could help to build confidence and bring forward spending. These could include some stimulus to activity in the housing market, higher depreciation for plant and machinery investment and a replacement for the Business Expansion Scheme to help smaller firms seeking new finance. UK exporters need to feel that the government is giving them full support in tough export markets. If demand in the UK continues to be weak, we will depend even more on exports to pull us out of recession. It makes no sense if energy-intensive UK manufacturers are priced out of overseas markets because their competitors enjoy subsidised electricity prices. Similarly, we need to ensure that UK manufacturers have access to competitive export finance and adequate export support. The objection to some of these proposals is that they could, in the short term, increase the public sector

borrowing requirement. But given the constraint we face in reducing interest rates, sensible measures should not be ruled out by rigid PSBR limits.

A prudent increase in borrowing to finance higher investment or measures to speed recovery, is desirable in the current climate. It is borrowing to finance current expenditure which damages the economy and which worries financial markets. The Treasury would need to present its capital and current plans separately, to persuade the markets that the additional borrowing was, so to speak, in a good cause. But that would be a sensible change.

The next few months will require steady nerves, if the government is not to be blown off course. But steadiness is not a synonym for inertia. The government is rightly tough on inflation and rightly committed to the ERM. But the causes of stable prices and European union will not be well served if they are associated with economic stagnation. If business can be confident that government is doing everything in its power to encourage recovery, perhaps that recovery will not be as far away as our latest survey results suggest.

Howard Davies is director-general of the Confederation of British Industry.

Given the constraint we face in reducing interest rates, sensible measures ought not to be thwarted by the PSBR

road and rail investment, which has an important impact on business competitiveness now, and on the economy's capacity for growth in the future. The construction industry can meet additional demand at competitive prices. Investment in training should also be maintained.

The economies required to meet the tough public spending targets the cabinet has agreed should be found through restraint of current revenue expenditure and, in particular, public

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THE TIMES CITY DIARY



Bell tolls for Temple

VETERAN public relations man Bob Gregory, who won national television fame during his deft handling of the Westland helicopter saga and who is Penguin's spokesman for *The Satanic Verses*, is taking his two most famous clients to Lowe Bell Financial where he becomes a director on Monday. Gregory, 53, is winding down his own PR agency, Temple Communications, which he set up five years ago. "It is successful, profitable and I always said that I would review the company in five years. I now feel it's the right time to be part of a larger company," he says. Gregory is one of the few PR men to make it to the six o'clock news after Westland called its Albert Hall meeting. He was also attacked by Michael Heseltine during the saga which led to the resignation of both Heseltine and Leon Brittan from the cabinet, and during the Russhie epic once fielded 17 radio interviews in one day. "There can't be many people who have handled two campaigns like that," he says in something of an understatement. Gregory declines to reveal how much Lowe Bell are paying for his services but admits "I am not unhappy with the financial arrangement".

Gold fools

EXIT a shame-faced parent at the Bank of England museum where a pin-striped City gent was asked by his young son how much the fake gold bars on display would cost if they were real. Several visitors stopped to hear the answer but



"Bad news for k-reg car sales"

the man obviously not a gold dealer, was stumped. But if he had worked in Rothschild's gold bullion department, the gent would have been spared looking foolish. "The market bar weighs 400 ounces and gold is currently £187.00 an ounce," ratted off a Rothschild's dealer yesterday. "That's £74,800 a bar at today's prices." Perhaps the Bank might like to help out parents by putting up a notice....

Nightshirts

PARTNERS IN City law firms are working harder than ever but hard work does not always put them top of the City leagues according to two new sets of findings. The first — more anecdotal — comes from Charles Tyrwhitt, the smart City shirt maker, which delivers shirts direct to City offices. Tyrwhitt's Peter Higgins reports that lawyers at Freshfields have been ordering new shirts, at £36.00 a time, at ten o'clock at night. "They say they have to work all

Sharp cards

TIMES really are desperate. Cornley & Barrow yesterday opened a new wine bar in Exchange Square, overlooking Liverpool Street station, and offered 60 free bottles of wine to the first customers who arrived.

Some people were so keen to get their free wine that they were caught slipping into the quick-print shops around Liverpool Street Station to have cards printed specially for the purpose. "They came racing back some of them as early as 11 o'clock and were really obvious about it but we gave them wine all the same," says manager Christopher Brown. After being "completely mobbed" — Brown ended up by distributing a total of 240 bottles of wine just to keep the mob at bay.

Debra Isaac

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240 bottles of wine just to

keep the mob at bay.

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Parliament in the 1982 Act

bestowed upon Lloyd's the

privilege of immunity from

suit by its members. The

Council of Lloyd's persistently

flaunts this privilege to justify

its autocratic and undemocratic

behaviour, and consistently

denies any duty of care. Are

members of Parliament, of

whatever persuasion, pre-

pared to accept this flagrant

abuse of democratic prin-

ciples, this abuse of a unique

privilege given by Parliament?

Yours faithfully,

DR ALEXANDER MUUN,

The Corrage,

9 Crown Lane,

Benson, Oxfordshire.

Telephone

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What size of property are you interested in?

200 - 1,000 sq ft 1,000 - 10,000 sq ft 10,000 - 30,000 sq ft

or specify _____ sq ft

When are you considering relocating?

Within 6 months After 6 months or specify _____

Name _____ Company _____

Address _____

Telephone _____

Dial Free on 0800 21 21 21

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Significant data

THE TIMES UNIT TRUST INFORMATION SERVICE

Portfolio PLATINUM

From your Portfolio Platinum card check your eight share price movements on this page. Add up the total and deduct the overall cost and you will get the daily dividend figure. If it matches what you have won on the day, then you have won the same sum. However, follow the simple procedure on the back of your card. Always have your card available when claiming. Game rules appear on the back of your card.

No	Company	Chqps	Qds or Year	Price 92	Net Yld %	P/E
1	Campos Gp	Leisure		125	1.2	125
2	Woolsey	Industrial		115	1.2	115
3	Barclays	Banks/Dic		115	1.2	115
4	BPP Ind	Building/Rds		115	1.2	115
5	Boots	Industrial		115	1.2	115
6	Argill	Food		115	1.2	115
7	Hickling Power	Textiles		115	1.2	115
8	Smith David	Paper/Print		115	1.2	115
9	103 Newspapers	Newspaper/Pub		115	1.2	115
10	Ex-Lands	Leisure		115	1.2	115
11	Independent	Newspaper/Pub		115	1.2	115
12	Rothmans 'B'	Tobaccos		115	1.2	115
13	Southerns	Drapery/Sts		115	1.2	115
14	Airfix	Industrial		115	1.2	115
15	Honda Motor	Motors/Air		115	1.2	115
16	Welsh Water	Water		115	1.2	115
17	Hicks	Chem./Phar		115	1.2	115
18	EMAP	Newspaper/Pub		115	1.2	115
19	Stand Chart	Banks/Dic		115	1.2	115
20	Bedsley Gp	Building/Rds		115	1.2	115
21	Coverseal Text	Textiles		115	1.2	115
22	RHMs	Food		115	1.2	115
23	Coss Vinyls	Drapery/Sts		115	1.2	115
24	GUS	Drapery/Sts		115	1.2	115
25	Geesman	Industrial		115	1.2	115
26	Fairey Group	Industrial		115	1.2	115
27	Corda	Chem./Phar		115	1.2	115
28	Grand Met	Breweries		115	1.2	115
29	Abbey Nrd	Banks/Dic		115	1.2	115
30	Sussex	Industrial		115	1.2	115
31	Delphy	Food		115	1.2	115
32	Smashdown Us	Industrial		115	1.2	115
33	Bocker	Food		115	1.2	115
34	Anex	Building/Rds		115	1.2	115
35	Morgan Chlc	Industrial		115	1.2	115
36	Dairy Farm Int	Drapery/Sts		115	1.2	115
37	Ocean Group	Transport		115	1.2	115
38	Bluebird Toys	Industrial		115	1.2	115
39	Wessell	Industrial		115	1.2	115
40	Reynat	Building/Rds		115	1.2	115
41	British Gas	Oil/Gas		115	1.2	115
42	CRH	Building/Rds		115	1.2	115
43	Cochran	Industrial		115	1.2	115
44	Emmerson U	Transport		115	1.2	115
© Times Newspapers Ltd. Total						

Please take into account any minus signs

Weekly Dividend

Please make a note of your daily totals for the weekly dividend of £5,000 in Saturday's newspaper.

MON	TUE	WED	THU	FRI	SAT	Week

Three readers shared the Portfolio Platinum prize yesterday. Mr S Linton, of Sunmundane, Suffolk; Mr P Bullock, of Poole, Dorset; and Mr S Blackshaw, of Colwyn Bay, each receive £566.66.

No	Company	Price 92	Net Yld %	P/E
1	ABP Int'l	125	1.2	125
2	ABP Int'l	125	1.2	125
3	ABP Int'l	125	1.2	125
4	ABP Int'l	125	1.2	125
5	ABP Int'l	125	1.2	125
6	ABP Int'l	125	1.2	125
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86	ABP Int'l	125	1.2	125
87	ABP Int'l	125	1.2	125
88	ABP Int'l	125	1.2	125
89	ABP Int'l	125	1.2	125
90	ABP Int'l	125	1.2	125
91	ABP Int'l	125	1.2	12

ACCOUNTANCY TIMES

Television service aims to give the profession a fresh habit

Edward Fennell
looks behind
the scenes of
Business Account,
a programme that
starts in the autumn

Coverage of accountancy issues by the media could be transformed by a service to be launched in the autumn by a consortium of the leading professional bodies, including the chartered institutes of England & Wales and of Scotland and the certified accountants. From mid-September, Accountancy TV will begin broadcasting a weekly hour-long programme as part of the BBC Select night-time service.

The TV series — to be called *Business Account* — will aim to attract thousands of subscribers who will tune in via "smart cards" to record the "encrypted" programme.

Peter Sefton, the Accountancy TV chief executive whose background is in business publishing, said: "We want accountants to develop a weekly viewing habit with *Business Account*. The way I envisage it, our audiences will watch these programmes either at work in lunch-time sessions, if they are in practice, or at home in the evenings, if they are in industry."

Business Account will be edited by Peter Williams, the former editor of *Accountancy Age*. As well as containing news reports and mini-features, there will also be a strong training content. Key staff working on the programme are Workhouse Productions, the independent television company, have experience with the Open University and the Open College as well as Channel 4. There is a promise that advanced graphics and state-of-the-art video techniques will be used to convey detailed information in a clear and lively way.

"Compared with attendance at a face-to-face course I believe the viewers will find our teaching methods extremely effective," Miss Sefton



Roll camera: Francine Stock, one of the presenters, records for the programme

said. "The programmes will be lively and give viewers access to the finest experts as well as insights into the big business news stories."

The programmes will be linked to a monthly magazine that will carry more information about each programme's topics and the aim is that the

recorded videos should build into a library that accountants can use time and time again for in-house courses.

"In each programme viewers will be taken through worked examples based on case study materials so that they can see in detail exactly how calculations are made."

There will also be scope for platform pieces by leading personalities in the profession.

Chris Swinson, recently of Binder Hamlyn, is expected to make an early appearance on the programme. With ownership of Accountancy TV resting largely with professional bodies, however, it remains to be seen how much freedom the editor and his journalists will be able to exercise.

The costs of the initiative are high and it is calculated that the backers have invested several million pounds to ensure its survival through the first year. The hope is that by the end of the second year it should be self-funding. A large-scale marketing exercise to drum up subscribers is about to start. Although Miss Sefton is confident that the programmes will "sell themselves", most accountants can expect to be on the receiving end of promotional material during the next few weeks.

Subscription TV of this kind is still new to the UK and Miss Sefton concedes that it is hard to predict the take-up. A previous series on BBC Select aimed at a medical audience is generally regarded as unsuccessful and there is known to be a keen determination that *Business Account* should not go the same way.

Prizing the programme has proved difficult. In addition to paying for the service, subscribers will need to buy a decryptor to make the broadcasts viewable and recordable on their sets.

Broadcasts will start "in clear", that is not encrypted, on the night of September 16 to 17 and switch to the full encrypted service in the second week of November.

The scale of subscription is likely to be based on the number of fee earners or professional staff working in the recording locations. For example, the entry price for small accountancy offices will be £750 (including the decoder), while a corporation employing 500 employees will have to pay about £2,000. The price may be right, but how will it compete with *Eldorado*?

A TV crew will be working full-time on the programme and, according to Workhouse, will be available to travel around the UK and Europe to cover high-profile news stories.

Accountancy TV Information Hotline: 0865 881503

Battle lines drawn in the tax trade

THE ownership and running of the tax-reducing profession would not you might imagine be something that could be passionately fought over. But judging by the events of recent weeks, you would be wrong in that assumption.

Tax advice draws its practitioners from a broad spectrum. Mostly it is lawyers and accountants who form the mass of the profession. There is some rivalry between accountants and lawyers over who provides the best advice. Senior lawyers in the City argue that they provide the fanciest, and certainly the most expensive, corporate tax advice. Senior accountants will dispute this and point to the large accountancy firms' huge advantage over the law firms of strength, personnel and resources in depth.

All this requires a connecting network to enable practitioners to keep in contact with each other and, equally important, keep in close contact with the thinking of the Inland Revenue. For more than 30 years this has been organised through the Institute of Taxation. Bright young lawyers and accountants have, for years, been deciding that if they need tax expertise for their future career then the institute's qualification is a useful one to add to their basic professional qualification. And people tend to add it fairly early on in their careers before, with some relief, giving up exam-taking for the rest of their days.

At the same time, the Institute of Chartered Accountants in England and Wales, in particular, has also had a strong and much respected tax committee that, from an accountancy standpoint, communicated with the Revenue, provided guidance for members, made its representations to government and generally ensured that tax practitioners in the accountancy profession maintained their standing and put their views and experience across. Some of this overlapped with the work of the Institute of Taxation but, by and large, the two bodies worked well together. Then the ICA decided to make important changes to its internal structure.

It worried that with a huge and growing membership it was losing touch with members' needs. It worried that the profession was no longer the one homogeneous body it once might have been. It decided that accepting the reality that members specialised after gaining their basic qualification would require a different approach. It invented a system of faculties.

The first of these was a tax faculty and it has, in its short existence, been very successful. In spite of an extra £45 subscription, it has passed its membership expectations, particularly bearing in mind the outrage that greeted this year's attempt to raise the main ICA subscription by a comparatively paltry £15.

This success appears to have gone to its head. The tax faculty has now announced that perhaps it, too, should, like the institute, be setting exams to create a new specialist "fellow" of the faculty. A consultative document is to be circulated that will deal with the syllabus, the need for a specialist examination, and a proposal for a "grandfather" clause, which would allow instant qualification for "suitably qualified existing faculty members".

This has provoked outrage. The institute has always been wary of the faculty idea. As far as the institute is concerned, it provides all the services that tax professionals need. Some

would argue that it has not always been the most dynamic of organisations. Others would point out that in the world of tax, effectiveness in the achievement of your aims takes priority over marketing or macho dynamism. Now that the tax faculty, under the chairmanship of Peter Wyman, of Coopers & Lybrand, seems determined to turn the tax profession into a battleground between the two bodies, all that might change.

At present, all the signs of this are discreet. At the real link between the institute and the tax faculty, however, a push is being made for an end to the nonsense of two bodies fighting over the right to be seen as the main body to represent the tax profession. This link is the group of senior tax partners in the large accountancy firms. Virtually unanimously, they want to see the bodies merge, or at the very least, change direction to avoid the wasteful business of both of them creating duplication of effort and confusion.

What has crystallised their position is the growing evidence that the membership of the new faculty, though large, is predominantly made up of small practitioners with a bit of a tax bias. People appear to be joining because they need the tax information and the reassurance that they are doing things correctly and are in touch with any new developments. By and large, the main firms have been reluctant

to have more than a token membership. Ernst & Young has, according to its head of tax, "encouraged a few, a very few, to join". Price Waterhouse has limited its members to just 12. The senior tax partners are furious at the prospect of a future where the tax profession does everything twice. And they are making their feelings plain behind the scenes. There is a distinct sound of heads being knocked together at senior professional levels.

The accountancy profession in the UK has been bedevilled by a proliferation of bodies representing members in its mainstream work. There seems to be little point in allowing a proliferation of bodies representing specialisms within that work. The obvious solution would be for the institute to remain the senior tax body examining for membership and representing the tax profession.

The ICA tax faculty would become what it appears to be turning into anyway — a very good, low-level tax information and support organisation for chartered accountants. But that is not what the argument is really about. As Mr Wyman made quite clear last week, it is the insistence that the accountants should run the tax profession that is the most important feature. The institute draws its membership purely and simply from the ranks of tax practitioners, whether lawyers, accountants or any other discipline. Mr Wyman argued that the ICA "believes that in the UK tax is predominantly a part of the accountancy profession". This is where the motive for battle lies. "I personally will do all I can do to stop the tax profession becoming a separate profession," was Mr Wyman's own barbary.

Humbler tax practitioners will be hoping that the result of the knocking together of heads will be a simple and single system to represent the broad church of their profession.

Robert Bruce is the Associate Editor of *Accountancy Age*

Cadbury needs to harden soft centres

Tomorrow is the closing date for responses to the corporate governance report. Andrew Sansom finds some weaknesses



Sansom: urges change

MUCH was expected from the report of the Cadbury committee into financial aspects of corporate governance, in which both the Financial Reporting Council and the accountancy bodies played a prominent role. As Sir Adrian Cadbury wrote in *The Times*: "The continuing saga of unexpected failures by leading companies, and increasing criticism of board accountability over such matters as directors' pay, were the visible signs of a governance system that was not serving companies or their shareholders as well as it should".

The report's proposals provide remedies but it is questionable if they would prove effective in their present form. At the heart of the report is a 19-point voluntary code of best practice.

All listed companies will have to state in their annual reports whether they comply with the code and "identify and give reasons for any areas of non-compliance".

The report should set out in detail the rights and responsibilities of the directors who are non-executive

price. The fall in the share prices of those companies criticised by the panel has clearly demonstrated that publicity can be a real weapon. However, as with delisting, the exchange has never so far used this approach. This caution is hardly surprising, since the exchange has a responsibility to investors, who would be worse hit by delisting or a fall in the price of their shares.

Even if the exchange decides to break new ground by using its power of delisting and issuing press releases on offending companies, it surely must be spelled out under what circumstances these measures will be taken.

For example, the proposal that companies inform the stock exchange of their reasons for non-compliance of the code of best practice, suggests that some reasons will be better than others. Thus some companies will be able to escape any sanction.

Moreover, for any deterrent to have credibility, there needs to be an agreed and public scale of disciplinary measures. When a company threatened with delisting — if it implements less than half of the code of best practice's 19 points without good reason? Under what circumstances will a press release be issued?

These are basic questions that Cadbury's draft does not address, let alone answer, and must do so if its code of best practice is to be taken seriously.

Cadbury also makes much of the role that non-executive directors can play in the setting and maintaining of standards of corporate governance. However, once again there are fundamental omissions in the report's recommendations.

For example, it proposes that "the calibre and number of non-executive directors on a board should be such that their views will carry significant weight in the board's decisions". Who could disagree with this? But it should be remembered that the Maxwell companies, for example, did indeed have distinguished non-executive members. No one could argue that they were not of the right "calibre". Rather, the case of Maxwell clearly shows that the "calibre" of non-executive directors is only one part of the solution.

Other issues of equal importance are the amount of time that non-executive directors devote to the affairs of the company, the guarantees they are able to secure of being able to put items on the agendas of

board meetings, and the quality of information that they receive. To this Cadbury simply states that "boards should regularly review the service which they give to their non-executive directors". This does not go far enough. The report should set out in detail the rights and responsibilities of non-executive directors. Non-executive directors will then know not only what is expected of them by the company, but also what they can expect — and demand — from the company. Moreover, if a non-executive director feels compelled to resign, he ought to publish a comprehensive explanation of his reasons.

Although Cadbury is correct to stress the importance of audit committees in the structure of limited companies, their proposed terms of reference are so weak that they will neither ensure independence nor guarantee effectiveness. They should be amended to include a requirement for chairmen of audit committees to make a report to the annual meeting and for this report to

be published in the annual report. Moreover, audit committees should be allowed to elect their own chairmen and secretaries and be free to meet whenever they want.

These measures, if implemented, will be a clear public declaration that the audit committee is not in the pocket of their board but are separate entities playing an important "watchdog" function on behalf of all shareholders.

The Cadbury committee is perhaps the last opportunity to convince legislators — both here and in Brussels — that companies can regulate their own behaviour. However, if its report is to be seen as something other than a collection of soft centres, the committee must strengthen its proposals in a wide range of areas. Only

if this is done can the committee hope to achieve its stated objective of "bringing greater clarity to the respective responsibilities of directors, shareholders and auditors" and thereby restore public confidence in our corporate sector.

The author is chief executive and secretary of the The Chartered Association of Certified Accountants

proposals provide remedies but it is questionable if they would prove effective in their present form

wide discretion to pick and choose to improve the picture.

He says: "The object is to describe a company's full ambit of power." The definition of parent has therefore been broadened, to avoid relying on a mathematical formula that can be evaded by shading share or voting interests or inserting a control option.

Effective control is the new test. A dominant interest is defined widely. Unified management, dominant control in practice or a shareholder agreement giving one effective control, regardless of the size of its formal interest, would require consolidation, given a small company waiver.

The stamp of David Tweedie, the ASB chairman, is still evident. His preference is to include everything possible in accounts, leaving users to make up their minds, rather than allowing boards such

consolidation might mislead. Hence, trading arms of charities would have to be included and, more crucially, banking or insurance underwriting subsidiaries.

The tests are equally tight for other exclusion candidates: □ Restrictions hindering the rights of a parent company will have to leave a subsidiary beyond its control.

□ An interest held for resale must be sold within 12 months, though earlier proposals have been relaxed to allow cases where terms are agreed and a sale is imminent.

□ The excuse that securing full details on a subsidiary would cause undue delay in its parent's accounts or excessive expense, will not wash if the subsidiaries are material.

The standard still leaves many practical issues open. Superficially, for instance, British Airways' proposed interests in USAir might legitimately be consolidated fully, accounted as a non-consolidated investment, or treated as an associate where only BA's share of net assets would appear in its balance sheet.

Mr Tweedie explains that FRS2 — Accounting for Subsidiary Undertrading — is to bring the old accounting standard SSAP14 into line with the Companies Act 1989, which enacted detailed provisions of the European Community's seventh company law directive. The revision started as an exposure draft from the former Accounting Standards Committee.

Price Waterhouse advised New Zealand on a similar project in 1990.

Pay secrets

COMPANY directors, who used to hide their pay in accounts, are instead giving more information than law requires, to explain away the vast sums disclosed. A survey of 440 annual reports by *Company Reporting*, the monthly review, found that, in more than 120 of them, directors voluntarily lifted the secrets of their pay packet to give details of performance bonuses, pension contributions, ex gratia payments and the like. More humble staff can then be told that those apparently huge pay rises for the top men are really nothing of the kind.

Canny Scots rule the board

ONE of the arguments vainly deployed to tempt the Scottish Institute to merge with its equivalent in England and Wales was that the Scots would wield much greater influence than their modest numbers might suggest. True, but the canny Scots did not need a merger to make their mark. Their presence at the Accounting Standards Board will be further strengthened this weekend when Andrew Lennard moves into the new post of assistant technical director. Lennard had a classic Scottish education at Perth Academy and St Andrews University but had already infiltrated south by choosing to become a member

ANY OTHER BUSINESS

of the English institute. He was previously on secondment to the ASB from KPMG Peat Marwick's technical department, a former stamping ground of David Tweedie, a member of the Scottish institute who also joined its English equivalent ten years ago and even became a council member, commutes weekly to London from his home north of the border. Lennard was born native and lives in Surrey.

Flying high

AS FIRMS fall over themselves to advise on pri-



variations in central Europe, Price Waterhouse is carving out a profitable niche south of the equator, advising the South African government how to commercialise nine state airports and air traffic and navigation services. An airports company will be formed to run the airports in Johannesburg, Cape Town, Durban et al. There will be a separate air traffic and navigation services company. The state will remain sole shareholder, but both companies will be run commercially, so as to phase out subsidies. Price Waterhouse has been developing the proposals for a year

with a local firm of consultants and state officials. South Africa is the second country to choose to commercialise air traffic and navigation services.

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FOOTBALL

League steals a march on Premier rivals

BY PETER BALL

THE Football League has stolen a sponsorship march on its offspring, the FA Premier League. While the Premier League clubs failed to approve offers from Bass and Ford on Monday, the Football League will this week announce a £3 million a year sponsorship from Coca-Cola.

At the moment, the League has one year of its Barclays sponsorship left and two years from Rumbelows for the League Cup.

With Rumbelows changing direction due to the recession, there were suggestions that Coca-Cola might be poised to replace that sponsorship when the negotiations resumed today.

Rick Parry, chief executive of the Premier League, was yesterday left considering his options after the decision by the clubs on Monday to reject an offer worth £1.8 million over three years. "At least nobody can call them greedy charmen any more," Parry said.

That was the only positive aspect to the clubs' decision, which leaves Parry either to try to breathe life back into one or other of the proposals put by Ford or Bass or to make an almost certainly unavailing search for a new sponsor.

Although the clubs expressed a preference for a completely new sponsor, which would not clash with any existing club sponsorships, whether such an animal

exists in the present climate seems highly doubtful.

To add to Parry's difficulties, time is getting short for any sponsorships to be in place by the beginning of the new season.

The Premier League is also finding that its original aim of eight joint sponsors has had to be cut back considerably. By contrast, with the Barclays sponsorship still in place and Coca-Cola now lined up, the Football League can feel suitably snug.

Blackburn Rovers yesterday increased their bid for Geoff Thomas, the Crystal Palace and England midfield player, to £3 million (Ian Ross writes).

Kenny Dalglish, the Blackburn manager, made contact with Palace officials in Sweden, where the club is midway through a pre-season tour, to confirm that he is willing to improve his initial offer of £2.5 million, which was lodged earlier in the week.

Frank McAvinnie, the former West Ham United and Celtic forward, is being given the chance to revive his career with Aston Villa.

The former Scotland international, aged 32, was released on a free transfer by West Ham at the end of last season and is spending a month's trial at Villa Park.

Nottingham Forest have called off the proposed £2.1 million sale of Teddy Sheringham, the forward, to Tottenham Hotspur.

Arch rivals former champions have been suffering on the greens at Royal Leamington Spa

Past winners perish to Dyer and Cleet

BY DAVID RHYS JONES

MARGARET Dyer, of Clevedon Promenade, and Jean Cleet, of Durham City, came through one of the strongest fields ever assembled for the Liverpool Victoria English Women's Bowls Association two wood singles championship, and meet in the final today at Royal Leamington Spa.

Seven former winners fell by the wayside, leaving four players contesting their first national semi-finals on grass. Dyer beat Joan Woodrough, of Wiltshire, and Cleet made a late surge to defeat Doreen Campbell, of Kent.

Dyer, an all-round sports-

woman, is almost as good a bowler as she is a tennis player as she is a bowler, and will be competing in the national veterans' championship at Wimbledon next month. A Somerset stalwart, she has been a regular choice for the England indoor bowls side for the past three years, and could come into the reckoning outdoors if she performs well today.

Cleet, by contrast, cannot claim a place in Durham's Johns Trophy side, and although she has qualified for the nationals for the past five years, she dislikes the two wood format. "It's just too exacting," she said, "you can't afford to make a mistake, and it can be all over so quickly."

If she had not fallen out with her husband, she would not be at Leamington at all. "We were supposed to be touring with some Russian guests on the day the first rounds were played at Spennymoor," she said. "In a fit of pique I told him to look after them himself, and went off to play bowls. Now I am in the final, and he's delighted."

Dyer, too, claims she has been lucky to reach the final, although most of her games have been all over before 21 ends have been completed. The exception was her third-round match with the outdoor international from Cornwall, Gwen Daniel. "She was always dangerous," Dyer said.

"I was always expecting her to do something with her second bowl, and usually she did."

Daniel led throughout, except for a brief spell mid-game, but missed a chance to draw the outright winner on the penultimate end. She allowed Dyer to square the match on the 21st, and lost a single to her opportunistic opponent on the extra end.

Anita de Meza and Jan Stern, of Harrow, beat Joan Walters and Pat White, of Shell Cottenham, 19-14, and will play Joyce Morgan and June Larter, of Cambridge Chesterton, in the pairs final this morning.

Results, page 26

POLO

Cambiaso strikes form to inspire Ellerston

BY JOHN WATSON

THE Guards Club's 26-goal tournament for the Prince Philip Trophy continued on Kerr Packer's grounds at Stedham, Sussex, yesterday, with a match between Santa Fe and Ellerston Black who won by eleven goals to four.

It is significant that two of the Ellerston players had their handicap ratings upgraded last week and Ellerston were better balanced and more

closely integrated than Santa Fe, whose attack was rarely in harmony. They were probably more liberally mounted, too. Adolfo Cambiaso, the Ellerston No. 2, who forms an impressive partnership with the No. 3, Alfonso Pieres, scored seven of his side's goals.

SANTA FE 1, Akent (2); C Forsey (2); A Alberg (10); Back: W Bond, Elliot (1).

England pair join Moseley

Mike Teague, the England No. 8 in the Rugby World Cup final last November, yesterday joined second-division Moseley, along with Phil Blakeway, 41, another British Lion and former Gloucester forward, who intends to emerge from seven years' retirement and resume his playing career.

A shoulder injury has prevented Teague playing since

winning his 22nd cap in the final, but Blakeway's last game of any description was when winning his nineteenth cap for England against Ireland in 1985. Teague, 32, stressed that he had left Gloucester amicably after 14 seasons.

British recruit

Motor racing: Ferrari announced yesterday that John Barnard, the British designer, had signed a five-year agreement with them. He will now head a British-based Ferrari offshoot company, where all the new cars will be researched and developed up to the building of a new tub, or mono-

coque. This will then be sent to Italy, where the man in charge will be another Englishman, Harvey Postlethwaite.

□ The venue for next year's proposed first Asian grand prix, the Autopolis circuit on the southern island of Kyushu, has been thrown into doubt after the owners filed for bankruptcy protection.

Fright for dredge

Golf: Bradley Dredge, one of the favourites for the Welsh amateur championship at Pyle and Kenfig, was given a fright by a local club member, Gerald Thomas, before squeezing into the third round.

YACHTING

US close to securing cup triumph

THE United States A team virtually assured itself of victory in the Rolex Commodore's Cup yesterday, taking first and third place in the Yachting Insurance offshore race (Alix Ramsay writes).

Gaucha, skippered by Peter Gordon, took the race and points 1 min 15sec ahead on corrected time.

Results, page 26

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Luchiroverte can spark big double for Roberts

MICHAEL ROBERTS Robert's wonderful season can continue apace today at Goodwood where he is taken to land a lucrative double in the afternoon's most valuable races on Luchiroverte (3-10) and Ehirasro (3-5). Both are trained by Clive Brittain.

Luchiroverte's ability to win over two miles, the distance of the Goodwood Cup, has to be taken on trust because his one attempt at the trip proved inconclusive.

That was because he slipped so badly on the final bend at Sandown in May that he all but fell in the Henry II Stakes, eventually won by Driftsaps from Arcadian Heights and Tyrone Bridge.

At the time of the incident, Luchiroverte was going well in the lead. In the circumstances, he did well to recover and finish fifth, less than six lengths behind the winner.

Both before and after he has shown the requisite ability in shorter races. Last time out, for instance, Luchiroverte split Saddlers' Hall and Mashaan in the Princess of Wales's Stakes at Newmarket.

Before he was third to Rock Rover and Sapience in the Hardwicke Stakes at Royal Ascot. A repetition of those performances, or his equally fine runs in the Yorkshire Cup and the Jockey Club Stakes in the spring would make

MICHAEL PHILLIPS

Luchiroverte hard to beat today.

Importantly, he receives weight from three of his main rivals — last year's winner Further Flight, the Gold Cup runner-up Arcadian Heights and the recent York winner.

Luchiroverte did not pick up a penalty when winning at Newmarket recently.

While Ancestral Dancer, who has won her last three races in Italy, should go well under Michael Hills in the Lanson Champagnes Vintage Stakes, I marginally prefer his brother Richard's mount

running consistently well. Magnified could be given a good chance while Main Bid cannot be ruled out now that his stable has struck form.

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Captain's century guides Essex into NatWest Trophy semi-final

Gooch bears the burden well

BY ALAN LEE, CRICKET CORRESPONDENT

CHELTENHAM COLLEGE
(Gloucestershire won the toss; Essex beat Gloucestershire by six wickets.)

THE cares of responsibility may look a crushing burden on the rounded shoulders of Graham Gooch but, in truth, they are his inspiration. Already this week, he had decided a Test match of draining intensity. Now, back with the Essex team he always calls his first love, Gooch terminated Gloucestershire's NatWest Trophy dreams with a century of familiar but stirring pedigree.

There was always a chance that Essex would find 237 an elusive target in the quarter-final yesterday. There was nothing wrong with the college pitch and much of the home attack was innocuous but Courtney Walsh was in his pomp, knowing, as Pakistan had known at Headingley on Sunday, that Gooch's early exit could transform the game.

It almost came about. Walsh's first ball took Gooch on the glove and looped agonisingly out of reach of Justin Vaughan, at short leg, before anyone noticed a no-ball call. The Jamaican flapped his hands in frustration, added on yet more pace and gave Gooch's technique a searching examination.

Gooch came through, not without some moral defeats and not without the run-out of Stephenson, ignoring his captain's call for a sharp single and departing in a temper when they found themselves at the same end.

Sensibility prevailed here, as Stephenson had not left his crease before Gooch joined him thereafter, as if sensing the threat of panic. Gooch set out his stall to bat through the innings, certain that if he was there at the end, Essex would win. He was, and they did, and the old boy even gave a

cheerful "Well done!"

Small makes big difference

By IVO TENNANT

EDGASTON (Kent won toss; Warwickshire beat Kent by 63 runs)

WHEN Warwickshire last won the NatWest Trophy, in 1989, Kent were vanquished opponents. This was the case again yesterday in a relatively low-scoring quarter-final.

The difference between the sides lay in their faster bowling. Kent were intent on containment, but Warwickshire attacked. They had the individuals and the inclination to do so — 224 was simply not a big enough score for defensive cricket.

The first wicket Warwick-

Imran's show will go on

IMRAN Khan is to go ahead with a second exhibition match between a Pakistani XI and an Indian XI at Middlesbrough tomorrow evening though their initial, floodlit encounter on Tuesday night ended in pitch invasions, fighting and an abandonment (Ivo Tenant writes).

Imran, the former captain of Pakistan, said yesterday: "It is a great pity that a small faction of the spectators kept

coming on to the pitch and ended up ruining the match for everyone. I hope it won't happen again."

Other than the start being delayed and the overs reduced from 42 to 35 per side, there was no apparent reason for the surges on to the artificial playing area. The match was abandoned at midnight with 7.4 overs remaining after stewards were unable to contain the crowd of 10,000.

YESTERDAY'S SCOREBOARDS

NatWest Cup Quarter-finals

Gloucs v Essex

CHELTENHAM COLLEGE (Gloucestershire won toss; Essex beat Gloucestershire by six wickets)

Gloucs v Warwickshire

C W J Athey & Garamb b Stephenson 62

R J Smith not out 10

A J Wright b Taylor 10

M C Pugh & Garamb b Pugh 10

T J Vassell not out 10

G C Ward & H Patey b Pugh 10

M C J Bell not out 10

Extras 10 0 6 0 21

Total (8 wkt, 60 ovrs) 226

A M Smith & A M Stephenson did not bat

Fall of Wickets: 1-61, 2-30, 3-124, 4-126, 5-128, 6-158, 7-195, 8-212, 9-241, 10-249, 11-254, 12-261, 13-274, 14-281, 15-287, 16-293, 17-299, 18-305, 19-311, 20-317, 21-323, 22-329, 23-335, 24-341, 25-347, 26-353, 27-359, 28-365, 29-371, 30-377, 31-383, 32-389, 33-395, 34-401, 35-407, 36-413, 37-419, 38-425, 39-431, 40-437, 41-443, 42-449, 43-455, 44-461, 45-467, 46-473, 47-479, 48-485, 49-491, 50-497, 51-503, 52-509, 53-515, 54-521, 55-527, 56-533, 57-539, 58-545, 59-551, 60-557, 61-563, 62-569, 63-575, 64-581, 65-587, 66-593, 67-599, 68-605, 69-611, 70-617, 71-623, 72-629, 73-635, 74-641, 75-647, 76-653, 77-659, 78-665, 79-671, 80-677, 81-683, 82-689, 83-695, 84-701, 85-707, 86-713, 87-719, 88-725, 89-731, 90-737, 91-743, 92-749, 93-755, 94-761, 95-767, 96-773, 97-779, 98-785, 99-791, 100-797, 101-803, 102-809, 103-815, 104-821, 105-827, 106-833, 107-839, 108-845, 109-851, 110-857, 111-863, 112-869, 113-875, 114-881, 115-887, 116-893, 117-899, 118-905, 119-911, 120-917, 121-923, 122-929, 123-935, 124-941, 125-947, 126-953, 127-959, 128-965, 129-971, 130-977, 131-983, 132-989, 133-995, 134-1001, 135-1007, 136-1013, 137-1019, 138-1025, 139-1031, 140-1037, 141-1043, 142-1049, 143-1055, 144-1061, 145-1067, 146-1073, 147-1079, 148-1085, 149-1091, 150-1097, 151-1103, 152-1109, 153-1115, 154-1121, 155-1127, 156-1133, 157-1139, 158-1145, 159-1151, 160-1157, 161-1163, 162-1169, 163-1175, 164-1181, 165-1187, 166-1193, 167-1199, 168-1205, 169-1211, 170-1217, 171-1223, 172-1229, 173-1235, 174-1241, 175-1247, 176-1253, 177-1259, 178-1265, 179-1271, 180-1277, 181-1283, 182-1289, 183-1295, 184-1301, 185-1307, 186-1313, 187-1319, 188-1325, 189-1331, 190-1337, 191-1343, 192-1349, 193-1355, 194-1361, 195-1367, 196-1373, 197-1379, 198-1385, 199-1391, 200-1397, 201-1403, 202-1409, 203-1415, 204-1421, 205-1427, 206-1433, 207-1439, 208-1445, 209-1451, 210-1457, 211-1463, 212-1469, 213-1475, 214-1481, 215-1487, 216-1493, 217-1499, 218-1505, 219-1511, 220-1517, 221-1523, 222-1529, 223-1535, 224-1541, 225-1547, 226-1553, 227-1559, 228-1565, 229-1571, 230-1577, 231-1583, 232-1589, 233-1595, 234-1601, 235-1607, 236-1613, 237-1619, 238-1625, 239-1631, 240-1637, 241-1643, 242-1649, 243-1655, 244-1661, 245-1667, 246-1673, 247-1679, 248-1685, 249-1691, 250-1697, 251-1703, 252-1709, 253-1715, 254-1721, 255-1727, 256-1733, 257-1739, 258-1745, 259-1751, 260-1757, 261-1763, 262-1769, 263-1775, 264-1781, 265-1787, 266-1793, 267-1799, 268-1805, 269-1811, 270-1817, 271-1823, 272-1829, 273-1835, 274-1841, 275-1847, 276-1853, 277-1859, 278-1865, 279-1871, 280-1877, 281-1883, 282-1889, 283-1895, 284-1901, 285-1907, 286-1913, 287-1919, 288-1925, 289-1931, 290-1937, 291-1943, 292-1949, 293-1955, 294-1961, 295-1967, 296-1973, 297-1979, 298-1985, 299-1991, 300-1997, 301-2003, 302-2009, 303-2015, 304-2021, 305-2027, 306-2033, 307-2039, 308-2045, 309-2051, 310-2057, 311-2063, 312-2069, 313-2075, 314-2081, 315-2087, 316-2093, 317-2099, 318-2105, 319-2111, 320-2117, 321-2123, 322-2129, 323-2135, 324-2141, 325-2147, 326-2153, 327-2159, 328-2165, 329-2171, 330-2177, 331-2183, 332-2189, 333-2195, 334-2201, 335-2207, 336-2213, 337-2219, 338-2225, 339-2231, 340-2237, 341-2243, 342-2249, 343-2255, 344-2261, 345-2267, 346-2273, 347-2279, 348-2285, 349-2291, 350-2297, 351-2303, 352-2309, 353-2315, 354-2321, 355-2327, 356-2333, 357-2339, 358-2345, 359-2351, 360-2357, 361-2363, 362-2369, 363-2375, 364-2381, 365-2387, 366-2393, 367-2399, 368-2405, 369-2411, 370-2417, 371-2423, 372-2429, 373-2435, 374-2441, 375-2447, 376-2453, 377-2459, 378-2465, 379-2471, 380-2477, 381-2483, 382-2489, 383-2495, 384-2501, 385-2507, 386-2513, 387-2519, 388-2525, 389-2531, 390-2537, 391-2543, 392-2549, 393-2555, 394-2561, 395-2567, 396-2573, 397-2579, 398-2585, 399-2591, 400-2597, 401-2603, 402-2609, 403-2615, 404-2621, 405-2627, 406-2633, 407-2639, 408-2645, 409-2651, 410-2657, 411-2663, 412-2669, 413-2675, 414-2681, 415-2687, 416-2693, 417-2699, 418-2705, 419-2711, 420-2717, 421-2723, 422-2729, 423-2735, 424-2741, 425-2747, 426-2753, 427-2759, 428-2765, 429-2771, 430-2777, 431-2783, 432-2789, 433-2795, 434-2801, 435-2807, 436-2813, 437-2819, 438-2825, 439-2831, 440-2837, 441-2843, 442-2849, 443-2855, 444-2861, 445-2867, 446-2873, 447-2879, 448-2885, 449-2891, 450-2897, 451-2903, 452-2909, 453-2915, 454-2921, 455-2927, 456-2933, 457-2939, 458-2945, 459-2951, 460-2957, 461-2963, 462-2969, 463-2975, 464-2981, 465-2987, 466-2993, 467-2999, 468-3005, 469-3011, 470-3017, 471-3023, 472-3029, 473-3035, 474-3041, 475-3047, 476-3053, 477-3059, 478-3065, 479-3071, 480-3077, 481-3083, 482-3089, 483-3095, 484-3101, 485-3107, 486-3113, 487-3119, 488-3125, 489-3131, 490-3137, 491-3143, 492-3149, 493-3155, 494-3161, 495-3167, 496-3173, 497-3179, 498-3185, 499-3191, 500-3197, 501-3203, 502-3209, 503-3215, 504-3221, 505-3227, 506-3233, 507-3239, 508-3245, 509-3251, 510-3257, 511-3263, 512-3269, 513-3275, 514-3281, 515-3287, 516-3293, 517-3299, 518-3305, 519-3311, 520-3317, 521-3323, 522-3329, 523-3335, 524-3341, 525-3347, 526-3353, 527-3359, 528-3365, 529-3371, 530-3377, 531-3383, 532-3389, 533-3395, 534-3401, 535-3407, 536-3413, 537-3419, 538-3425, 539-3431, 540-3437, 541-3443, 542-3449, 543-3455, 544-3461, 545-3467, 546-3473, 547-3479, 548-3485, 549-3491, 550-3497, 551-3503, 552-3509, 553-3515, 554-3521, 555-3527, 556-3533, 557-3539, 558-3545, 559-3551, 560-3557, 561-3563, 562-3569, 563-3575, 564-3581, 565-3587, 566-3593, 567-3599, 568-3605, 569-3611, 570-3617, 571-3623, 572-3629, 573-3635, 574-3641, 575-3647, 576-3653, 577-3659, 578-3665, 579-3671, 580-3677, 581-3683, 582-3689, 58

Stark disappointed but fine cross-country effort keeps three-day team in the hunt

Thomson gives Britain golden chance

NEW-Zealand pushed Britain back to the silver medal position by a slender 7.6 points, after a dramatic cross-country day in the sweltering heat of El Montanya yesterday. Jenny MacArthur writes.

Remarkably, New Zealand gained their lead despite the lead withdrawal of Mark Todd, their dual Olympic champion, whose hopes of a third successive gold medal ended when his horse, Wetton Greylag, injured himself on the steeplechase.

Mary Thomson on King William and Ian Stark on Murphy Himself produced the best performances in the British team and are lying fourth and fifth.

Matt Ryan, of Australia, who qualified for the Olympics by finishing ninth at Badminton in May, is in the lead for the individual gold medal after an outstanding round on Kybali Ticino. He incurred only 7.2 time faults over the grueling 4½-mile cross-country.

Ryan, who at Badminton had five fences down in the show jumping, has only one fence in hand over Andrew Nicholson, of New Zealand. New Zealand, who are not reliable show jumpers, can afford only one fence down in the final show jumping phase if they are to win the team gold medal.

Despite Britain's position yesterday was tinged with disappointment. Stark, widely tipped for individual gold, produced a superb round on Murphy Himself but the heat and difficult terrain took its toll on the 14-year-old horse, who had 36.40 time faults. "I also lost a lot of time trying to hold him and pull him up for his fences," Stark said. "I thought he had settled down

on the roads and tracks but, as soon as he came out of the start box on the steeplechase I knew he was not his old self." But Murphy has never jumped more beautifully and gave a superb display.

Richard Walker and Jacana started the cross-country in confident mood but disaster struck at fence 16, a rail on the top of a steep hill. Jacana suddenly spied the lake beyond and stopped in front of the fence, propelling Walker out of the saddle. "I couldn't believe it had happened," Walker said. "I had too long a stride into it ... and when I pressed the accelerator there was nothing there."

With the first two New Zealand riders, Nicholson and Vicki Latta on Chief, both producing superb clear rounds, it was vital for Britain's Karen Dixon and Thomson to go clear. Lord Patrick Beresford, the chef d'équipe, told them both to take the long route at the first water and at all costs to come back clear.

Dixon was helped by a 40-minute hold-up before her round after a Russian horse was injured at fence 26. "It made Get Smart feel like a fresh horse again," she said.

Dixon came back clear but with 42.80 time faults.

Beth Tait, the world champion, then put in another superb round for New Zealand on Messiah. Thomson, with "clear round" ringing in her ears, set off at a fast gallop on a strong-looking King William. He looked as if he could have jumped the difficult routes with ease but Thomson played for safety, taking all the long routes at the water. She finished with 33.20 time penalties after a beautifully ridden round which put Britain back in contention for the gold.

Photograph, page 16



Going clear for Britain: Mary Thomson on King William yesterday

Sailors stay in medal contention

BRITISH yachting and women remain within striking distance of medals in at least five classes after another day of strong performances in the Olympic regatta yesterday. (Barry Pickthall writes).

Lawn Smith and his Soling crew of Rob Croughshank and Ossie Stewart made up for their fifteenth place in the opening keelboat race on Tuesday with a comfortable win which took them to fourth in the overall standings.

Paul Brotherton and Andy Hemmings, Britain's 470 pair, scored a second place behind Calafat and Sanchez, the Spanish world champions, and lie second in their class.

David Howlett and Phil Lawrence's fourth placing in the highly competitive Star class has them holding the bronze position behind Mark Reynolds, of the United States, and Rod Davis, of New Zealand.

Penny Way's remains in top form: Third and fifth places in yesterday's 7-10 knot breeze brought the former

world champion up to fourth in the women's Olympic windsurfer class.

Stuart Childeley might be counting himself among the top three or four of the Finn single-hander class had he not been called back for a premature start. "I was in a good position, but got blanketed by the Russian moments before the gun. I guess I pulled in on the mainsheet ten seconds too soon," he said.

Unlike Hank Lammers, the Canadian world champion, who was also judged to have been early, Childeley re-

tuned to start, then summed up every bit of grit and determination to climb back from 26th to finish sixth and claim the same place overall.

"I've got really good speed in these winds, and could well be very pleased with this result later in the week," he said.

Lammens' premature start, coupled with a disqualification after winning Tuesday's second race for not wearing his lifejacket, puts him out of contention.

Shirley Robertson counted a tenth in the Europe class to lie seventh.

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Double scullers seize their second chance

BANYOLES: Aliji Gill and Annabel Eyres booked a semi-final place in the women's double sculls repechage yesterday (Mike Rosewell writes) after a poor performance on Monday.

Gill sensibly kept a steady rhythm as they moved ahead of their four rivals at half way and held first place to the finish.

Two other British crews took

advantage of the repechages yesterday. The men's coxed four crossed the line inches ahead of Canada, and Tish Reid, after a two-year battle for selection, produced a similar break to come second in her event.

The fancied men's coxed four failed to qualify for their final. The outcome looked good for 1,500 metres when the crew lost cohesion and were just beaten for second place by the French.

RESULTS FROM BARCELONA

BADMINTON
Selected results
Men's singles
First round
Tuesday S Kukushkin (USSR) br A Nielsen (GB), 16-15, 12-17.
Women's singles
First round
J Mugglegg (GB) br C Mol (Fr), 11-5, 11-7.

BASKETBALL
Preliminary round
Tuesday: Dominican Republic 11, Spain 2; Cuba 12, 2; Yugoslavia 17; Japan 17; Dominican Republic 0; Puerto Rico 2, Italy 0.

BASKETBALL
Men's qualifying round
GROUP A: Brazil 76, Argentina 56; Spain 76, France 56; Italy 76, Yugoslavia 56; Dominican Republic 76, Mexico 56.

DIVING
Men's springboard
First round
Tuesday: D. P. Williams (GB) 76.53pt; S. Tan Lengde (China), 84.63pt; S. Saez (USSR), 82.77pt.

BOXING
Bantamweight
First round
Tuesday: S. Otake (Jap) br M. Diaz (Hol), pic; J. Johnson (Cuba) br D. Venkatesan (Ind), pic; R. Jimenez (Pan) br J. Umar (Col), pic; R. Lopez (Peru) br J. Leon (Col), pic; R. Ferreira (Arg) br S. Sanchez (Col), pic; M. Ach (Mol) br D. Berg (Ger), pic; S. Zhang (Chi) and Zhang Guangming (Chi), pic.

FEATHERWEIGHT
First round
Tuesday: S. Otake (Jap) br M. Diaz (Hol), pic; J. Johnson (Cuba) br D. Venkatesan (Ind), pic; R. Jimenez (Pan) br J. Umar (Col), pic; R. Lopez (Peru) br J. Leon (Col), pic; R. Ferreira (Arg) br S. Sanchez (Col), pic; M. Ach (Mol) br D. Berg (Ger), pic; S. Zhang (Chi) and Zhang Guangming (Chi), pic.

INDIVIDUAL POINTS
First elimination round
Tuesday: S. Otake (Jap) br M. Diaz (Hol), pic; J. Johnson (Cuba) br D. Venkatesan (Ind), pic; R. Jimenez (Pan) br J. Umar (Col), pic; R. Lopez (Peru) br J. Leon (Col), pic; R. Ferreira (Arg) br S. Sanchez (Col), pic; M. Ach (Mol) br D. Berg (Ger), pic; S. Zhang (Chi) and Zhang Guangming (Chi), pic.

INDIVIDUAL POINTS
Final elimination round
Tuesday: S. Otake (Jap) br M. Diaz (Hol), pic; J. Johnson (Cuba) br D. Venkatesan (Ind), pic; R. Jimenez (Pan) br J. Umar (Col), pic; R. Lopez (Peru) br J. Leon (Col), pic; R. Ferreira (Arg) br S. Sanchez (Col), pic; M. Ach (Mol) br D. Berg (Ger), pic; S. Zhang (Chi) and Zhang Guangming (Chi), pic.

INDIVIDUAL POINTS
Individual promotion round
Tuesday: S. Otake (Jap) br M. Diaz (Hol), pic; J. Johnson (Cuba) br D. Venkatesan (Ind), pic; R. Jimenez (Pan) br J. Umar (Col), pic; R. Lopez (Peru) br J. Leon (Col), pic; R. Ferreira (Arg) br S. Sanchez (Col), pic; M. Ach (Mol) br D. Berg (Ger), pic; S. Zhang (Chi) and Zhang Guangming (Chi), pic.

INDIVIDUAL POINTS
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Tuesday: S. Otake (Jap) br M. Diaz (Hol), pic; J. Johnson (Cuba) br D. Venkatesan (Ind), pic; R. Jimenez (Pan) br J. Umar (Col), pic; R. Lopez (Peru) br J. Leon (Col), pic; R. Ferreira (Arg) br S. Sanchez (Col), pic; M. Ach (Mol) br D. Berg (Ger), pic; S. Zhang (Chi) and Zhang Guangming (Chi), pic.

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